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International Commerce

September 30, 1968

AMA: continuing education for world marketers

International Trade Winds Newsletter

Company News

TELEVISION EQUIPMENT—General Telephone & Electronics International, New York, has announced the formation of Sylvania of Puerto Rico, Inc., which will manufacture televison set components and accessories for distribution throughout Latin America. The new company will supply components and complete television receiver "kits" to companies which manufacture Sylvania sets in Costa Rica, Jamaica, Trinidad and Tobago, Venezuela, Colombia, and Peru. The new firm will also make TV sets for sale in Puerto Rico.

TRANSPORTATION—CTI-Container Transport International, Inc., New York, has established a Scandinavian subsidiary, CTI-Container Transport International (Scandinavia), AB, with headquarters in Stockholm. The new firm will handle CTI's long- and short-term container leasing activities in the four Scandinavian countries. Terminals with substantial inventories of equipment will be maintained in Stockholm, Oslo, Copenhagen, Helsinki, and Goteborg, providing what the company calls the area's most extensive container network. CTI Scandinavia is the tenth foreign affiliate in CTI's network. Others are in Belgium, France, Germany, Italy, Japan, the Netherlands, Canal Zone, Spain, and the United Kingdom.

COSMETICS—Plough, Inc., Memphis, Tenn., has concluded a 50-50 joint venture agreement with Central Soap & Cosmetics Co., Tokyo, Japan, to establish Coppertone (Japan), Ltd. Coppertone has marketed its suntan lotions through Central since 1964. The new firm will manufacture and market 10 varieties of Coppertone products in Japan. Three other U.S. cosmetics firms—Max Factor, Helena Rubenstein, and Bristol-Myers—already have manufacturing arrangements with Japanese firms.

FOOD PRODUCTS—McCormick & Co., Baltimore, Md., has set up a wholly-owned subsidiary, McCormick de Centro America, S.A., in El Salvador. The new branch will make and package a wide range of spices, mayonnaise, prepared mustard, tea, and convenience foods in San Salvador, and will distribute them throughout the Central American Common Market area.

Products of 29 U.S. companies, taken on a four-stop mobile trade show in northern Thailand last month, attracted $173,000 worth of off-floor sales and expectations of $664,900 more in the next 12 months. Able demonstrations by 40 local sales reps who went along from town to town, in lines as diverse as welding equipment, office machines, room air conditioners, helped build the sales total. Biggest single sale was $30,000 in bowling alley equipment.

The America Weeks story is getting around. Success of these Commerce Department consumer goods promotions in some of the world's best-known stores has led to inquiries from all points of the compass. Recent requests have come from Afghanistan, Australia, Austria, Hong Kong, Indonesia, Israel, Italy, Japan, Lebanon, Nigeria, Thailand and Switzerland.

It's the U.S. in '68 for European branch managers of Dodge & Seymour, Ltd. The New York-based export sales firm is moving its annual sales meeting, usually held in Europe, to the U.S. as a balance-of-payments effort. The managers will also get V.I.P. attention at the New York Coliseum National Hardware show in October, and then will do some country-wide travel under the "Visit USA" program, Dodge & Seymour won an export "E" in 1963, on the eve of its 100th year.

GATT Kennedy Round tariff reductions are making an impact on world business. "Prosperity will gradually be reinforced by the progressive lowering of the world's tariff barriers," says Fortune Magazine of the world economy in its annual international issue (Sept. 15), referring to the effect of the cuts. The special issue also focuses on the growth of multi-national companies, which it says have come from nowhere in the past five years to generating $170 billion in world commerce today.

Business travelers returning to the U.S. are benefiting from an accelerated inspection system being introduced at more and more U.S. international airports. Customs, health, immigration, and agricultural clearances are made by a single officer. Travelers can help, too, if they know in advance the various entry requirements. "Customs Hints for Returning U.S. Residents," a free pamphlet, is available from U.S. embassies or consulates, U.S. Travel Service offices overseas, or the Bureau of Customs, Washington, D.C. 20226.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

Many world traders keep up to date with the latest management techniques in their field through the American Management Association's program of continuing education for businessmen. The AMA offers training of management people by management people, through the exchange of management information. The program includes several-days long seminars, courses which run up to four weeks, graduate study at the American Foreign Trade Institute near Phoenix, intensive language training for executives, and briefings at several overseas centers maintained by the AMA. Story begins on page 2.

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International Commerce

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EXPERT INSTRUCTION at all levels by knowledgeable management people is an AMA hallmark. Above, a seminar meets at the American Foreign Trade Institute.

'Keep learning' says AMA

Seminar program spearheads Management Association's continuing business education

By ART McDERMOTT
Office of Publications & Information, DIB

The way to stay on top in international business is to keep on learning, from the best men in the field. This is the basic premise of the American Management Association, whose seminars in world trade regularly put such men before middle management executives of U.S. companies.

"Although I'm competent in the general field of international trade, I always pick up some special expertise at these sessions," says J. Wilner Sundelson, an international operations consultant from Ann Arbor, Mich. Sundelson, who chaired a recent meeting on Tariff Developments and Controls Affecting U.S. Trade, finds that the AMA program helps him keep abreast of specific developments in his field, "from persons who know their stuff."

As to the businessman audience, he estimates that at least two-thirds of them demonstrate their interest by taking an active part in the discussions. "The rest —either because they don't have the background, are too shy, or feel themselves inarticulate—just ride along. But they seem to get a good bit out of the sessions, too, through good listening and notetaking," according to Sundelson.

For 45 years the AMA has recognized the importance of continuing education for businessmen. Like computers, which can only deliver information which is as good as the data fed into it, managers can only perform as well as their knowledge has prepared them to. The AMA considers continuing education in his field as the single most important investment a manager can make in his own—and his company's—development.

"These seminars reflect the basic philosophy of the AMA: the teaching of marketing people by marketing people through the sharing of marketing experiences," according to Charles Baswell, managing director of Purolator Inc.'s international division. "The chief value in these sessions lies in the interchange of information—between the speakers themselves, and between speakers and attendees. There's no single school of thought or solution to any of these international problems, and the views of these people reflect the whole range of thinking on the problem under discussion."

The seminars are also a useful means of reading the current business pulse. "They respond to current trends and changes; they vary from year to year, from subject to subject and from country to country," says Baswell.

Walter Slowinski, a tax lawyer who is a partner in the Washington office of Baker & McKenzie, speaks at an average of 14 AMA seminars each year. He pays his own expenses and spends the greater part of a working day at each session and considers it well worth his while, for a number of reasons.

"Primarily I'm interested in getting the information to the people who want it the most—the practicing businessmen. I teach a course in tax planning for U.S. corporations abroad at the University of Virginia Law School and a required course in comparative tax law for advanced-degree candidates at Georgetown University Law School.

"It's perfectly clear to me that this information should also be made available to the people who are in a position to use it immediately. As a friend of mine in the tax field once wrote, I also feel that lawyers who practice in the field have a special obligation to share some of the specialized knowledge which has benefited them."

Responsive audience

Slowinski has an unusually responsive and appreciative audience to work with at AMA. "I spoke at a seminar last week, and I've already gotten a letter from one of the top men in Scott Paper's export sales department thanking me for

What AMA is

The American Management Association is a non-profit educational organization dedicated to finding, developing and sharing better methods of management.

Formed in 1923 by the merger of several small management societies, the AMA's membership today is drawn from large and small firms in almost every type of industry, from government and education, and from every rank of administration. Membership is available on both an individual and a corporate basis.

the new ideas he picked up at the session. Sometimes these appearances result in additional work for the firm, which is all right too," Slowinski said.

"Aside from the value of simple exposure to other businessmen," says Arthur R. Taylor, vice president of the First Boston Corp., "I find that speaking to one of these seminars gives me a chance to discipline my own ideas. Like everyone else, I have a lot of unformulated ideas running around in my head that would never get put down in precise terms or in any logical order if it weren't for these seminars. It gives me a chance to take a good look at my position, and be my own critic, as it were. Then, during the sessions themselves, when I'm called upon to substantiate my position, I find out what validity it has and occasionally even come up with new insights.

"As for participants, the chief value of these programs is the exposure to people with a higher level of expertise, and the opportunity to ask the questions that they want answered. The dialogue, in all directions, is perhaps the most valuable feature for them," he said.

"Any restraints on the speakers are entirely self-imposed—some tell it like it is, some tell it like it should be, and some tell it like it never will be. To me this program is a really remarkable thing for American business. It exemplifies all of the best things about it, as well as exposing some of its shallowness." Taylor said that he would like to see the program expanded further, perhaps even getting more strongly involved in the social area.

"The most obvious benefit of these programs," says Roy Galloway, vice chairman of Union Carbide Eastern, "is that they provide a forum where internationally-minded American businessmen can be brought up to date. As in the recent seminar on Thailand, it provides face-to-face exposure between businessmen of the two countries under more or less neutral circumstances.

"One of the most important functions of the international sessions dealing with particular countries is educating the American businessmen in the realities of overseas situations. Some of the legislation these countries enact can be pretty frightening if you don't understand how it actually operates. For instance,"—he named an Asian nation—"has legislation on the books that allows for Government takeover of businesses, regardless of what the owner says. In practice, this has worked out to be mostly bark and not much bite.

"Most of the speakers have already made the dive, and are operating in the countries being discussed, and hopefully can give a balanced presentation. If you go to a country's investment office, you're going to get a sales job; if you listen to a single person who's had an unpleasant experience in the country, you may be scared off without reason. In AMA's view, a series of speakers who have actually had a crack at these countries can present a pretty balanced view," Galloway said.

"It's a good way to pick up the experience that other people have had in your special area," according to James A. O'Neill, Jr. of Continental Oil. He called the international organization planning workshop that he attended "a very useful means of exchanging information" with some of the most knowledgeable people in that particular field. "It was very good in providing some insights into just how far ahead you can afford to look."

William T. Branham, a senior vice president with Field Enterprise Educational Corp. of Chicago, remembers a seminar on doing business in Australia as being particularly rewarding. "At the time I was just going into international operations for the first time, and the AMA program provided me with a good feel for the country, its people, and their ways of doing business. They had some outstanding speakers from Australia."

Attract top officials

The AMA sessions are a convenient means for leading foreign officials to present their countries' cases to the American business community. During his recent trip to this country, which included a White House visit, the Prime Minister of Thailand took part in an AMA seminar on investing in Thailand. More recently, the ambassadors of Indonesia, Malaysia and Singapore presented their points of view at a seminar on U.S. regulations affecting investment in their countries.

The seminars give speakers exposure to a group of men who are going to be making the management decisions for

PLANTING KNOWLEDGE for tomorrow's managers, AMA President and former Secretary of Commerce Alexander B. Trowbridge (r.) and Board Chairman Lawrence A. Appley seal a time capsule at the Hamilton, N.Y. headquarters of an AMA affiliate, the American Foundation for Economic Research.

DEMAND FOR CONTINUING MANAGEMENT EDUCATION is increasing more rapidly abroad, where it is a relatively new concept. This is an AMA course for company presidents at Cuernavaca, Mexico.

their firms in their areas of specialization. It is the kind of exposure they simply can't buy elsewhere.

There are two basic types of training sessions, workshop and orientation seminars.

Workshop seminars put together a small group of seasoned executives who express the desire to meet for the sole purpose of exchanging operating experiences in a particular management field or on a particular management problem. The meeting pattern is deliberately flexible, to encourage free-wheeling discussion.

"The meetings are designed to encourage class participation, and they're not bashful about speaking up," says AMA news director James Horne, Jr. "There's quite a bit of give and take. Their firms are spending good money, and these fellows have a lot of questions on their minds that they want answered."

Each workshop is limited to 15 participants, and only one executive from a single company can attend a particular meeting.

Time for discussion

The orientation seminars are primarily instructional, but ample time is set aside for question and answer sessions and group discussions. They can accommodate from 20 to 60 participants, averaging about 45 to 50. Many companies send teams of their men to these sessions.

However, the distinction between the two types is not really that clear cut. "The average seminar turns into a workshop, as the participants share their experiences," says S. David Horner, Director of the Commerce Department's Investment Resources Division. "There's a very free exchange of ideas in all of these sessions. Actually, I'm amazed at the freedom with which these men discuss company practices which are usually kept secret."

Speakers are eager

AMA's Horne says that the membership usually lets the organization know what they're interested in, which makes scheduling of the sessions a fairly simple matter. Popular sessions are rescheduled on a regular basis. "After selecting the general subject for a meeting, we outline the specific content. Then, and only then, we start recruiting speakers. Rather than build a session around a speaker, we schedule the event and then invite the men we think are the best in that particular area," says Horne. Generally, they are very anxious to take part, even though there is no fee involved. It is to their advantage to be able to present their views to so influential a group.

"These fellows are all first rate, and many of them also have the ability to stir their audience up. They get a lot of questions answered," says Horner of Commerce.

"We have quite an extensive file, and we know what the different men are best at," said AMA's Horne. "From time to time new names are recommended to us, and we also review the trade journals to get the names of new men who are submitting significant articles in their field."

The seminar mentioned above on 'Tariff Developments and Controls Affecting U.S. Trade—Status of the Kennedy Round Negotiations' featured such speakers as Keith Highet, partner in the New York firm of Curtis, Mallet-Prevost, Colt & Mosle; Walter H. Diamond, manager of Peat, Marwick, Mitchell & Co., of New York; Walter Adams, Professor of Economics at Michigan State; Theodore Gates, Chief Economist for the Office of the Special Representative for Trade Negotiations.

"I go to every one of these sessions that touches on my area of responsibility," says the Commerce Department's Horner, "It's a golden opportunity to rub elbows with 50-75 businessmen who are going to be influencing many of the major decisions affecting my special area. I can find out how they're thinking, and acquaint them with the services that the Commerce Department offers.

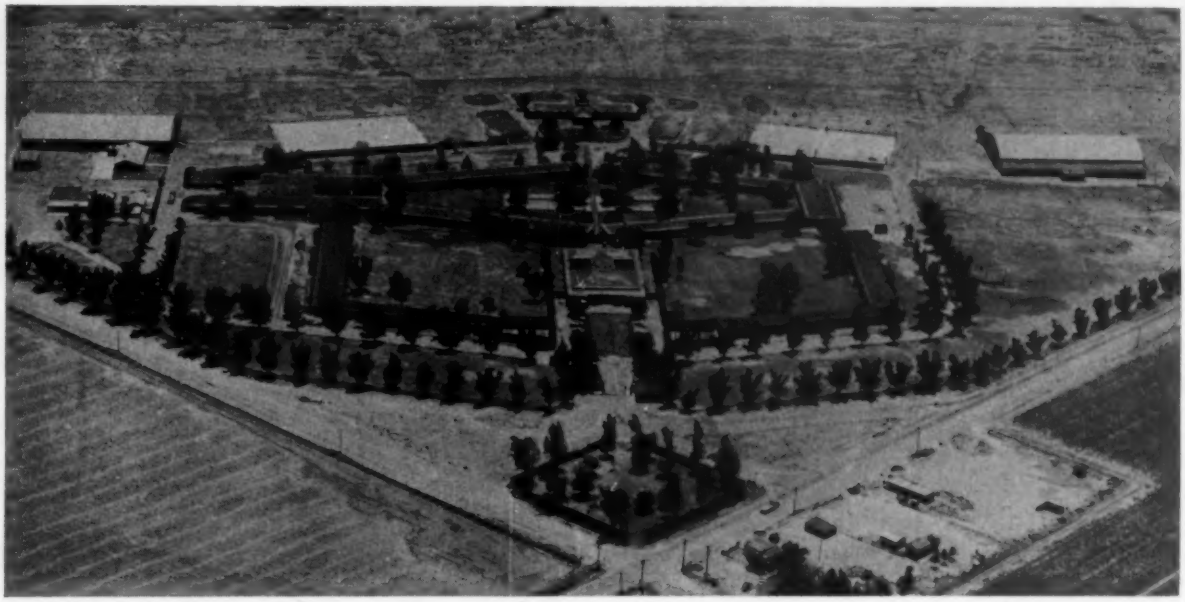
"These seminars are very important to me, whether I'm on the program as a speaker or just attending as a participant. They attract the type of businessman who is on the verge of moving ahead in the particular field covered by the seminar. For example, I attended one investment session where one participant was getting ready to take over his firm's fertilizer plant in India, and another man's firm was involved in very serious negotiations for a machine tool operation overseas.

"This is the cream of middle management from the country's top companies. These are people on the move. I've noticed that many of the men who used to attend these sessions regularly when I first started going are now the senior international figures in their firms.

"As a rule, speakers who are actually operating businesses get the best reception," says Horner. "Academic types, government speakers and foreign diplomats are listened to politely but they are usually on a different wave length than the businessmen-participants.

"But what really gets them going is the working businessman who shares their problems and outlook." He referred to the effectiveness of Walter Slowinski, the tax lawyer from Baker & McKenzie. "He holds them in their seats for three to four hours, and still they won't let him go."

One participant, speaking of the timeliness of the seminars, said "The AMA managed to schedule sessions on the devaluation of the British pound and the new U.S. foreign investment restrictions almost before the news was cold."



AMA affiliate grooms students for international field

Since July 1, 1963 the AMA has had an affiliation with the American Institute for Foreign Trade near Phoenix, Arizona, an accredited institution specializing in education for international commerce at the graduate level. The Institute, which serves as a major recruiting ground for firms looking for internationally-trained people, has sent over 1500 graduates from its Thunderbird Campus to 92 countries around the world.

Another 1500 graduates are serving in the home offices of U.S. firms doing business abroad.

The Institute also provides intensive "total immersion" language training courses for executives and their wives who have been assigned to overseas posts by their firms. These 'Key Man' courses last six weeks.

What topics does the AMA think are useful and timely for today's international businessmen? A briefing session on Management Planning for the Post Viet-Nam Economy is planned for New York from Sept. 30-Oct. 2; a seminar on Compensation Abroad will be offered Oct. 9-11 to companies interested in lower turnover and increased productivity from their overseas employees; from Oct. 14-16 the topic will be The Challenge of Brazil: Business Opportunities and Problems.

Can follow up

Participants are provided with notebooks and handouts for future reference, as well as reading lists for those who are inclined to go into the subject matter more deeply.

AMA also offers lengthier indoctrination courses for the businessman who wants to go into a subject more deeply and can afford to spend more time at it. These courses vary in length from one to four weeks. They range in content from instruction in specialized areas to reviewing the complete range of professional management principles, to help executives understand their functions' relation to the entire company effort, as well as help individual performance in meeting the challenges of a particular job.

AMA's effort in the international field is not confined to the New York area, although the most extensive program is offered there. There are AMA management centers at Atlanta, Chicago, Dallas, New York, San Francisco, Brussels, Mexico City, Montreal and Sao Paulo. They all have programs of their own, and the international side is getting increasing emphasis.

In evaluating the overseas market for education in management, former Secretary of Commerce Alexander B. Trowbridge, the new president of AMA, says "The great best seller of recent European publishing history, J. J. Servan-Schreiber's book, *The American Challenge*, articulates a situation already evident several years ago: that Europe, to compete effectively, should adopt the managerial skills and techniques of the United States. Clearly this is the 'European Challenge' to our affiliate, the International Management Association, and we can and should respond rapidly and expansively to this demand.

"Primarily in Western Europe, with its developed industrial society, IMA can move to meet a present demand by rapid extra effort. Not to be overlooked is the expanding appeal of the developing world for guidance in managerial skills and facilities, which will increase year by year.

"The response to the East-West Trade seminar which we sponsored in Vienna earlier this year was so encouraging that it will become an annual event," Mr. Trowbridge said.

During fiscal 1967 IMA conducted 160 management seminars in Europe. In fiscal 1968 the total was up to 177. IMA plans to expand its operations there as fast as personnel and quality considerations allow.

IIE's Roster of Internationally Trained Persons aids recruiters

U.S. firms can identify and locate foreign nationals with specific qualifications, U.S. educational background

Sadaharu Honda of UCLA to PDM via IIE.

When an internationally-oriented American firm charts a recruiting course for a foreign national with very specific qualifications, it can take the route described above. IIE is the Institute of International Education, a nonprofit organization in the field of educational and cultural exchange. PDM is Pittsburgh-Des Moines Steel Co. which located and employed Sadaharu Honda, a young Japanese engineer who had studied at the University of California at Los Angeles, through the Roster of Internationally Trained Persons, a service of IIE.

This roster, compiled by the Institute in New York, is a comprehensive, cumulative data card file of information covering over 450,000 foreign students who have recently attended U.S. educational institutions.

PDM is a steel fabrication outfit with 22 overseas licensees which extend its operation to most parts of the world. About two years ago, PDM's management, taking note of its increasing business volume in the Far East, decided to seek a Japanese national to add to their home office staff for facilitating transactions with their licensees in Japan. It was thought also that a Japanese staff member would be useful during visits by representatives from the licensees to the plant in Pittsburgh.

Because of the nature of the work with which he would be involved, PDM further stipulated that the prospective employee should be a competent engineer, familiar with American standards and business methods.

In conducting his search for the new employee, PDM's personnel manager H. G. Vogel referred to the Roster of Internationally Trained Persons, of which he had been made aware through his corporate contacts. IIE supplied Vogel with a roster list of U.S.-trained Japanese nationals especially prepared for PDM's specifications. Among the several names which interested him was that of Sadaharu Honda of Tokyo.

Honda had studied civil engineering at Waseda University in Tokyo and pursued advanced engineering at UCLA, earning a Master's degree in structural engineering there in 1966. PDM has placed Honda in its regular training program; at its completion, he will assist the firm's international director.

IIE has helped American companies identify and locate foreign citizens who have been educated in the United States since 1956 through its Roster of Internationally Trained Persons. The Roster is based on an annual census of foreign students and scholars studying, teaching, and doing research at U.S. educational institutions. It also includes American students studying at universities overseas. This census is conducted in cooperation with some 2500 colleges and universities in the United States.

By referring to the Roster, U.S. Corporations can obtain the U.S. institution and major field of study of the person in question, his last known address in his home country in most cases, and his academic status or degree.

Corporation recruiting officers may order roster reports prepared to any specifications desired, nationality, age, field of study, or others. Last year Cerro Corp. requested a list of Peruvians who had studied mining engineering and accounting in the United States. The response from the former students contacted was favorable, and as a result, Cerro hired two engineers and an accountant for one of its subsidiaries in Peru.

In addition, special reports can be prepared to indicate which U.S. institutions are hosts to students with specified qualifications (country of origin and field of study). Recruiting officers may thus be able, in some instances, to limit their searches to specific colleges and universities at which such students are enrolled.

According to IIE's statistical summary of its latest census, *Open Doors 1968*, published in August, a record high of 110,315 foreign students studied in this country in 1967-68, up 10% over last year. The characteristics of this foreign student population, which comes from 172 countries and territories, has remained relatively unchanged in recent years. They point up the diverse experience and background which the former students offer U.S. companies.

The largest proportion of students, 34%, came from the Far East. Latin America contributed 20%; Europe, 14%; and the Middle East, 12%. North Americans, primarily Canadians, made up 11% of the total; Africans, 6%; and students from Oceania, 2%.

Choice of fields of study remained almost identical with the pattern established in recent years. The most popular field was engineering, pursued by 22% of all foreign students. Humanities was chosen by 20%; physical and life sciences, 17%; social sciences, 15%; business administration, 10%; medical sciences, 5%; education, 5%, and agriculture, 3%.

RECRUITERS MAY SPECIFY BACKGROUND, NATIONALITY AND TRAINING when referring to roster for potential employees. PDM's Sadaharu Honda is a Japanese engineer, trained at UCLA.

Using the roster

Companies wishing to use the Roster of Internationally Trained Persons should contact Exchangee Records Division, Institute of International Education, 809 United Nations Plaza, New York, N.Y. 10017. IIE charges private firms $1 per name, with a minimum charge of $50 for a list of names. Nonprofit organizations pay cost plus overhead. The Exchangee Records Division usually can compile a roster list for a company or organization within two to four weeks after the request has been submitted.

Two Commerce market series offered free

Publications will be supplied to requesting U.S. firms

The Department of Commerce moved this week to stimulate greater use by the international trading community of two of its special marketing information services by experimentally offering them without charge to interested U.S. firms.

The services are *Market Share Reports* and *Foreign Market Reports,* which previously had been sold through the Department's Clearinghouse for Federal, Technical and Scientific Information. There are nearly 5,000 individual titles in the two annual series.

"The information available in these reports is some of the most important we can provide for an international marketing operation," according to Lawrence A. Fox, Director of the Department's Bureau of International Commerce. "But for some reason they haven't caught on the way they should, and we hope that by broadening the distribution we can get the reports more widely used.

"Basic marketing information is more important than ever in today's increasingly competitive world commerce. One of the major developments in the Department's export promotion efforts this year has been a substantial shift of our emphasis to more precise definition of foreign trade potential by major product and market. The information in these reports would help the international trader do the same thing for himself," Fox said.

Copies from both reports series, described below, will be available without charge to any U.S. firm requesting them on its letterhead.

Foreign Market Reports are copies of the latest U.S. Foreign Service commercial reports on industries and countries, containing evaluations of the business outlook and export prospects. A listing of all available reports and the reports themselves are available only from: Commercial Intelligence Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Market Share Reports give comparative sales performance data tabulated both by country and commodity for the years 1962-66. In the country series, the dollar value of imports from the U.S. and eight major competitor nations and their percentage shares of the total import market is given for 36 countries, as reported by these countries to the United Nations. For 33 additional countries for which UN data is not available, the dollar value and share of exports from the U.S. and 13 major industrial suppliers is compiled from export statistics of the 14 countries. The second series covers some 1,100 commodities, tabulating the dollar value and share of exports of the United States and 13 other major suppliers to 90 importing countries. Listings of available *Market Share Reports,* as well as the reports themselves, may be obtained from: Sales & Distribution, Room 2119, Department of Commerce, Washington, D.C. 20230. Listings are also available from all Department of Commerce Field Offices.

Puerto Rico mission to Canada is eighth from Commonwealth

Nine-member group in Montreal and Toronto looking for markets

The Commonwealth of Puerto Rico Trade Mission to Canada took off for Toronto on Sept. 22. After a week there the mission was scheduled to visit Montreal for seven days.

This is Puerto Rico's eighth U.S.-Government-approved trade mission. The group is headed by Cesar Molina of Ronrico Corp.,, assisted by the Puerto Rico Department of Commerce's Director of Exporter Services, Gerardo Peña.

The nine-member mission includes a banker and heads of firms offering rum, liquid concentrate animal feeds, sound transducers, stoneware products, canned coconut cream and fresh pineapples. According to Peña, who devoted two weeks to an in-depth market study in Canada, all the products should have a favorable reception in the market.

Has most missions

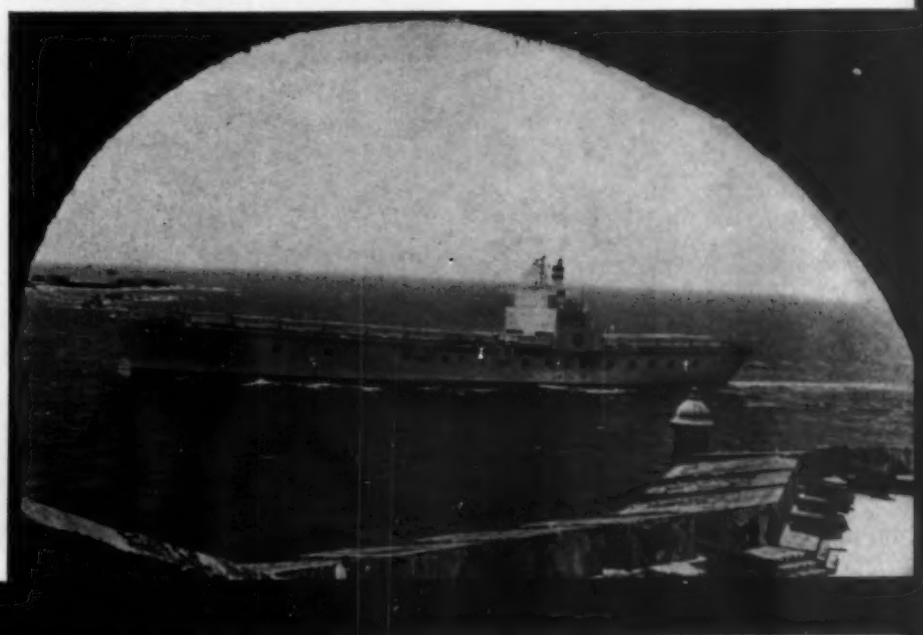
Puerto Rico, with its eight-mission total, tops the list of groups sending industry-organized Government-approved trade missions abroad under the U.S. Department of Commerce IOGA program. No state or industry has had as many, nor has anyone mounted as many in any one year.

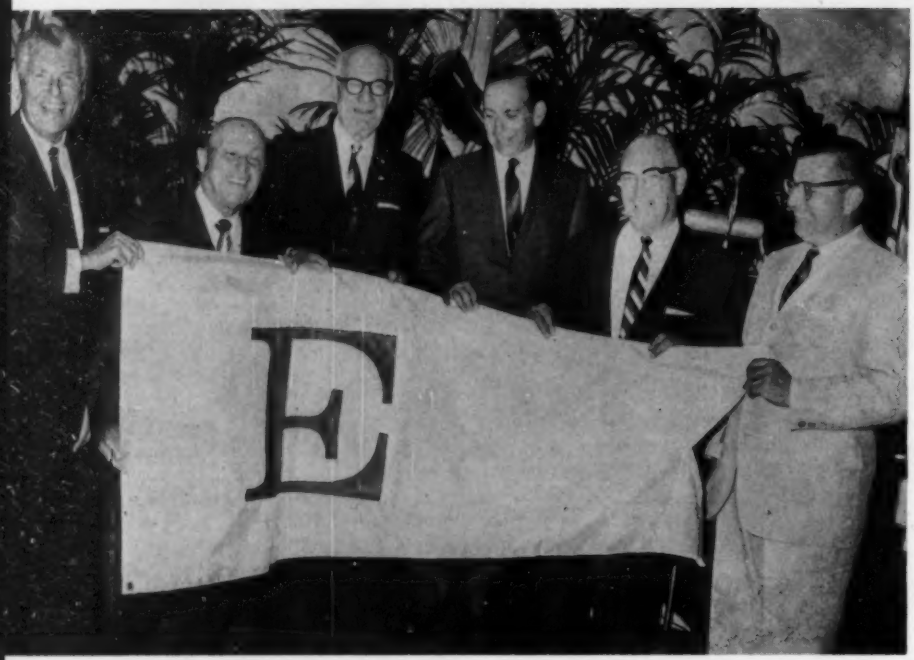
Although the program was inaugurated in 1962, the Commonwealth sent its first participants out less than three years ago when a six-man mission promoted the sale of Puerto Rican products in Central America.

Spurred by the success of this mission, the Commonwealth sent two in 1966 and two in 1967. The group now in Canada is the third to go out this year. The other missions have visited Antigua, Barbados, Trinidad, Dominican Republic, Spain, Colombia, Guyana, and Surinam. All have been organized by the Commonwealth's Department of Commerce.

In addition, Puerto Rico has sent abroad several larger business travel groups.

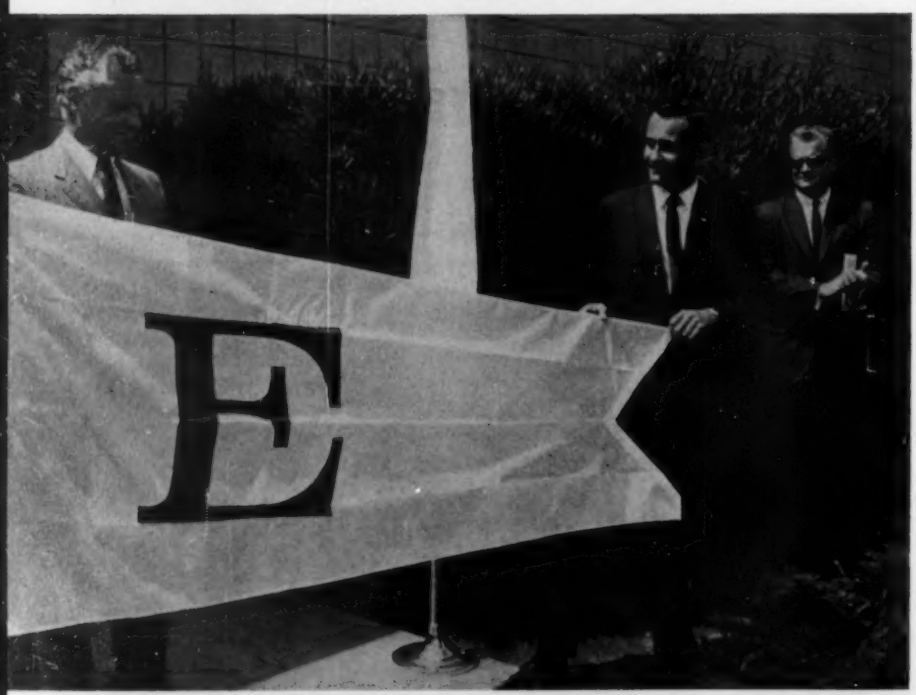
INTO SAN JUAN HARBOR, guarded by El Morro fortress, sails Transamerican Trailer Transport's SS. Ponce de Leon. It holds 260 40-foot trailers and 400 autos; cargo has included huge cranes, oversize pipe.





SCHAPIRO & WHITEHOUSE 'E' presentation was conducted by (l. to r.): Daniel Schapiro, company president; Louis H. Silverstein, board chairman; William A. Cohen, v.p. and secretary; Leonard Whitehouse, v.p. and director of export; Forrest D. Hockersmith, Business & Defense Services Admin., Department of Commerce; and Frank C. Hopkins, director, Commerce Baltimore Field Office.

WAVETEK 'E' CEREMONY was held at company plant, with Stanley Crook (l), director of Commerce Los Angeles Field Office, officiating. Accepting for Wavetek were Joel Naive (c.), board chairman, and John Thornton (r.), president. Presentation was followed by special dinner for company's 90 employees, public officials and customers. A flag-raising also was held at Wavetek's Indianapolis plant.



Language use, executive travel help two get 'E's

Processor of textile waste, electronics firm honored

A California electronics firm that more than tripled export sales in the past three years and a Maryland processor of textile waste that increased its exports while total exports in that line decreased are the latest recipients of Presidential 'E' awards for export expansion.

Wavetek of San Diego, maker of electronic test and measurement equipment, has expanded exports through extensive travel by executives, granting of liberal credit terms, and designing products especially for the export market.

Wavetek entered the export market in 1963 with the assistance of an export representative firm. In 1967 the company organized its own export department. Wavetek now has representatives in 20 countries worldwide.

Wavetek brings foreign representatives to its plant in San Diego for training, and also meets with representatives at such domestic electronic exhibitions as Wescon in Los Angeles and San Francisco, and IEEE in New York to keep them up to date on company developments.

Wavetek places its advertising in domestic media with foreign circulation, and prepares special advertisements for foreign technical journals. The firm also reimburses foreign representatives for half the cost of ads placed by them.

In addition to multilingual advertising, Wavetek furnishes overseas representatives with technical data sheets in English, French and German.

Wavetek representatives usually present displays in the more important local trade shows. For these, the company furnishes them with consignment instruments and special publicity material. The firm occupied a booth last year in the U.S. pavilion at MESUCORA, the measurement instruments fair in Paris.

To enable the representative to stock needed instruments and provide fast delivery, Wavetek grants credit terms as required by the market, up to 90 days if necessary. Wavetek ships demonstration instruments on six-month consignments at no charge or at substantial discount,

so that the representative will always have the most recent equipment on hand.

Schapiro & Whitehouse, Inc., of Baltimore, processors of textile waste and used clothing, has developed export markets through extensive foreign travel by company officials, personal contact with customers, market research, foreign language advertising, and development of a distributor network. The company now sells abroad about half of its goods processed, to more than 30 countries.

The company, which has been in business over 20 years, began exporting in 1960. Schapiro & Whitehouse obtains discarded garments, mainly from charitable institutions, as well as clippings from factories and textile mills. Some of this material is prepared for mills that use the fibers for manufacturing paper, floor tiling, and other items. Wiping cloths are sold to wiping cloth laundries which prepare them for industrial plants.

Schapiro & Whitehouse's 300 employees have been hired, unskilled, from the inner city and trained by the company. The firm decided to intensify its export program after the application of new production techniques increased output so dramatically that it exceeded the available market.

Schapiro & Whitehouse advertised in industry publications, directories, and international publications of various types to locate foreign customers for its products. The company compiled mailing lists from various sources, such as trade directories, Commerce Department publications, referrals from government agencies and from international departments of banks, and sent officials overseas to look for potential customers.

Schapiro & Whitehouse supplies raw materials to woolen mills in Italy. To win the contract, company executives visited the country, studied the technical requirements of the industry, and trained personnel.

Schapiro & Whitehouse has made arrangements through domestic and foreign banks, and the Foreign Credit Insurance Assn. to extend payment terms feasible for the customer. For example, customers unable to establish letters of credit were granted terms of 30-120 days sight draft.

AMA gives basic course

"Fundamentals of International Business" is the subject of a five-day course to be offered Oct. 14-18 by the American Management Association in New York.

The course is designed for executives with limited or no experience in international trade as well as for managers whose responsibilities include some international activities.

FOREIGN BUSINESSMEN touring with Harvard University's International Marketing Institute's 1968 summer program examine a portable oscilloscope at the Tektronix, Inc. plant in Beaverton, Ore. Company president Howard Vollum (center) shows the machine to representatives from Ireland, Morocco, Taiwan, India, the Republic of South Africa, and New Zealand. Visitors from 33 countries participated in the six-week program at Harvard followed by six-week tour of key U.S. cities. (Photo by *Oregonian*, Portland, Ore.)

Hearing to study foreign trade zone, sub-zone in Maine

Application made for Portland zone, sub-zone at Machiasport

The Port of Maine Authority has made formal application to establish a new foreign-trade zone at Portland and a sub-zone at Machiasport.

The proposed general purpose zone of approximately 7,930 sq. ft. is located on the property of the Maine Port Authority of Portland, now the site of the Maine State Pier. The pier is 2½ miles away from open water and 10 miles from the Portland lightship. The total area of the proposed sub-zone is 1,680.3 acres, of which 600 are available for expansion.

The sub-zone is located in Machiasport, County of Washington, where Occidental Petroleum Corp. proposes to establish and operate an oil refinery subject to obtaining the necessary licenses from the Oil Import Administrator for the use of foreign crude oil.

Foreign-trade zones are special commercial and industrial areas in or near ports of entry where foreign and domestic merchandise including raw materials, product components, and finished goods may be brought without being subject to U.S. customs duties.

A public hearing on the application will be held by an Examiners Committee at 10 a.m., Thurs., Oct. 10, at the Main Court Room, U.S. District Court Building in Portland.

Interested parties should file written request to be heard as soon as possible and prepare a written summary of their views regarding the application. Communications should be directed to N. Norman Engleberg, Chairman of the Examiners Committee, Foreign-Trade Zones Board, Room 6827, U.S. Department of Commerce, Washington, D.C. 20230.

The application, exhibits and maps are available for public inspection at: Office of the Regional Commissioner of Customs, 24th Floor, and U.S. Department of Commerce Field Office, Room 510, both in the John F. Kennedy Federal Bldg., Boston, Mass.; Office of the District Director of Customs, 312 Fore St., Portland, Me.; and the Office of the Executive Secretary of the Foreign-Trade Zones Board in Washington, D.C.

Australia, New Zealand markets to be sales targets of automation mobile trade fair-mission in 1969

Success of four U.S. trade promotion events last year provides impetus for trip to three cities scheduled for next summer

Australia and New Zealand welcomed U.S. products with open arms last year in four U.S. Government-sponsored trade promotion events "down under," and plans are under way to make 1969 a repeat performance.

A combination mobile trade fair-trade mission concentrating on industrial automation and productivity equipment has been scheduled for next July 30-Aug. 18, to take further advantage of the markets uncovered in last year's promotions.

The scheduled mission is expected to develop good immediate response in terms of long-range business opportunities, and will also compile extensive information on current and future Australian and New Zealand needs for manufacturing equipment.

Stops are set for the automation and productivity mission in the key manufacturing centers of Australia and New Zealand—Melbourne, Sydney, and Auckland.

The Melbourne visit, planned for Aug. 4-9, will coincide with the Fifth International Engineering Show and the Mining, Construction, Plant, and Materials Handling Show, both being held in Melbourne on those dates.

A mobile trade fair-trade mission composed of 11 Texas-based companies planned their trip to Australia in 1967 to coincide with the U.S. Exhibitions at the last edition of the Melbourne engineering exhibition and at the Wellington, New Zealand, International Trade Fair. They came away with the healthy immediate sales figure of $150,000, and predictions of $2.2 million in sales during the first year after the showings.

An America Weeks promotion of U.S. consumer goods found outstanding success at the Georges, Ltd., department store in Melbourne and David Jones, Ltd., stores in Sydney, Canberra, and Wollongong last October and November.

Plans call for the upcoming trade mission to be limited to 15 members, each representing a firm catering to the automation or industrial productivity fields.

The mobile trade fair accompanying the mission on its trip will include product displays from each of the 15 firms, along with descriptive literature about the products.

Technical seminars are set for all three stops on the mission's itinerary. Each mission member will present a technical paper on his particular area of manufacturing equipment, relating his remarks to the accompanying exhibits.

Tentatively scheduled topics for the talks include automatic machining, numerical control, processing and automatic handling, feeders, control instrumentation, automatic measurement, fluid power devices, assembly technology, computers, and electrical controls.

Mission members will also present one-day automation-productivity conferences at each of the three cities visited. Attending business representatives from Australia, New Zealand, and elsewhere will have a chance to discuss industry problems with the American experts on the mission.

Accompanying this feature of each visit will be specially arranged individual visits to local manufacturing plants.

Following the Melbourne stop, the mission and the mobile displays will be in Sydney, Aug. 9-13, and Auckland, New Zealand, Aug. 14-18, after which the group will return to the United States.

Chairman for the mission will be Roger W. Bolz, consultant editorial director, *Engineering & Design,* Cheshire, Conn. The magazine will be the sponsor for the mission, and the overall operator of the mobile fair-mission will be Lydon & Associates, of Cleveland, Ohio.

Specific areas planned for inclusion in the scope of the mission are handling systems, automated machine tools, fluid power systems, electrical drive and control systems, automatic assembly equipment, automatic feeders, process controls and computers, data processing for manufacturing operations, electronic controls, and process systems.

The mobile trade fair-trade mission combination has been a winning one for several industry groups in the past year.

Executives of six U.S. companies in the medical electronics field found Latin prospects lined up waiting to meet them in four South American cities as their airborne mobile fair-mission visited Venezuela, Peru, Brazil, and Argentina last fall.

The three-week trip was rated as a huge success by all six firms, as over 4,000 interested buyers came to see the equipment on display.

Sales figures were equally good—one company projected $100,000 in sales as a direct result of the exhibits, and another reported expectations of "$90,000 to $175,000."

South America again proved a fertile sales field later in 1967, when 31 Ohio manufacturers and seven state non-commercial organizations took the Ohio export story to Caracas and Sao Paulo, led by Ohio Governor James A. Rhodes.

None of the firms represented in the traveling show were known to have previous formal distribution arrangements in either of the markets visited, but Ohio's director of international trade and development predicted that the companies in the show had generated a business potential approaching $50 million by the end of the sales tour.

U.S. firms interested in selling to the Australian and New Zealand markets through the upcoming mobile trade fair-trade mission to those countries should **write:** Lydon & Associates, 1030 Euclid Ave., Cleveland, Ohio 44115.

Exhibition space available at Sydney's Australia Square

An exhibition and conference center has been included as an integral part of the newly-opened Australia Square office building in the heart of Sydney, Australia. The exhibition and conference areas each occupy a full floor of the structure.

American companies interested in introducing various products to the booming Australian market have been particularly invited to make use of the Australia Square facilities. The building is conveniently located, and has adequate parking provisions for visitors.

Write: Management, Australia Square, Sydney, Australia.

Test equipment show attracts Milan fair visitors to Center

Attendance over 2,200 recorded at exhibit featuring 28 U.S. firms

Wiltron Co., a firm which had never before sold any of its products in Italy, signed an Italian representative, made immediate sales of $12,400, and projected sales during the next year of over $50,000.

Technipower, a company whose contact with the Italian market had been negligible before the show, anticipates sales of $50,000 over the next twelve months, and is now negotiating with four contenders for rights to represent Technipower products in the Italian market area.

Such were the results of the exhibition of electrical and electronics characteristics measuring and test equipment, held at the U.S. Trade Center in Milan, Sept. 1-8.

The Trade Center show was held concurrently with the National Association of Electronic and Electrotechnical Industries (ANIE) Exhibition at the adjacent Milan Fairgrounds, and many of those attending the fair visited the Trade Center show. A special bus shuttled businessmen between the Center and the ANIE exhibition.

"Top quality visitors," said an official of Technipower, one of 28 U.S. manufacturers represented by 16 exhibitors.

Well over 2,200 businessmen from Italy and other countries were registered as visitors to the show, and the twelve-month sales projections by all exhibitors reached $1.1 million.

One exhibitor seeking an agent in Italy was negotiating with six possible distributors as the show closed.

None of the exhibitors reported that they had failed to achieve their marketing aims in exhibiting at the Trade Center, with all either fully or partially achieving their primary objectives.

E. H. B. Bartelink, president of Northeast Electronics, reported after only three days of the show that he had already met many of the people he wanted most to see in Italy, and called the majority of visitors "highly qualified people."

A Honeywell, Inc., official at the show reported that the company expects to make $50,000 in new sales based on contacts made at the Trade Center during the exhibition, fully achieving Honeywell's stated aim of exposure to new business prospects.

ULTRASONIC TEST EQUIPMENT is shown to customers by Automation Industries representative (above left). Systron-Donner agent (below right) explains company's pulse generators to buyers.

POWER SUPPLY SYSTEMS only rarely sold to Italy before the show were displayed by Technipower. Company president (below center) was negotiating with four agent applicants as the show closed.

EXHIBITION BRIEFS *WORLDWIDE*

Briefs are condensed from the reports of U.S. commercial officers on the spot. They are meant to stimulate investigation of likely markets and to show the scope of opportunities for U.S. product demonstrations and sales. The more detailed full reports are available. Only exhibitions showing international goods are listed.

Write: Office of International Trade Promotion (BIC-922), U.S. Department of Commerce, Washington, D.C. 20230.

MEDITERRANEAN FAIR, PALERMO, ITALY, May 25-June 9. 3,300 exhibitors, according to fair management, including all individual firms represented by local agents. Six American companies represented, down considerably from past fairs. The U.S. Consulate General in Palermo operated a trade information office, but reported "meager" trade results for U.S. exhibitors. Consensus of exhibitors was that small fairs such as this are losing their effectiveness. Next Mediterranean fair, May 24-June 8, 1969.

INTERNATIONAL MECHANICAL AND MATERIALS HANDLING EXHIBITION, SYDNEY, AUSTRALIA, July 8-12. Held in conjunction with Productivity and Materials Handling Conference, July 9-11. 37 exhibitors, including two direct U.S. exhibitors, and four Australian agents for American product lines. Show limited in size and attendance, but rated successful in making good business contacts with the real buyers attracted to the exhibition. U.S. exhibitors and reps called show well worth while. Next exhibition, 1969 in Melbourne, in conjunction with the 5th International Engineering Show.

INTERNATIONAL MEDICAL EXHIBITION, KUALA LUMPUR, MALAYSIA, Aug. 6-12. Exhibitors from seven countries took part, with only two U.S. manufacturers represented by Malaysian agents. Attendance reached 6,000, aided by the concurrent Medical Education Congress. Two largest foreign contingents, from Australia and Britain, found very good business opportunities through the exhibition. No dates set for the next exhibition.

London exhibition will explore strong U.K. market opportunities for U.S. machine tool exports

Metalworking, metal-cutting, welding equipment remain high on shopping lists for modernization of British industries

British industrialists, intent on modernizing their plants, are expected to make further boosts in already substantial purchases of U.S. machine tools and welding equipment.

U.S. manufacturers interested in exposing their products to a highly receptive British market are invited to participate in a U.S. Department of Commerce-sponsored display of machine tools and welding equipment at the London International Engineering and Marine Exhibition (LIEME) Apr. 22-30, 1969. LIEME, held every two years, has proved to be an effective vehicle for U.S. firms seeking British consumers and agents. This year's event, the largest of its kind in Britain, should attract some 85,000 visitors.

U.S. firms now supply approximately a third of Britain's imports of machine tools and welding equipment. U.S. sales of machine tools, accessories and parts to Britain rose from $34.6 million in 1966 to $49.4 million in 1967. In the same period, U.S. sales of welding equipment and supplies to Britain increased from $3.4 million to $4.3 million.

A 1966 survey revealed that 62% of British machine tools were more than 10 years old. British industry has developed few of the machine tools designed for advanced aerospace materials and has failed to keep up with modern techniques.

To become more competitive, British manufacturers must step up purchases of advance machine tools, and update much of their welding equipment.

Market research by the Commerce Department's Bureau of International Commerce indicates good export opportunities among the following items:

► Metalworking machine tools—bending and forming machines; forging machines other than presses.

► Metal-cutting machine tools—multi-station metal cutting systems; horizontal boring, drilling and milling machines; gear-tooth grinding and finishing machines; external cylindrical grinding machines; multi-spindle chucking lathes.

► Welding equipment—fully automated and semi-automated systems; miniature argon arc; plasma arc; pulsed arc; electron beam.

Past Commerce Department shows have demonstrated strong overseas demand for U.S. machine tools and welding equipment. Forty U.S. companies in the Commerce exhibition at LIEME in 1967 registered $2.7 million in confirmed first-year sales and signed 27 agents. Thirty U.S. firms taking part in a Commerce-sponsored machine tool exhibition in Melbourne, Australia, last August chalked up floor sales of $530,195. First-year orders of $3.3 million were forecast.

U.S. machine tool and welding equipment manufacturers interested in the Commerce Department exhibition at the April show in London may obtain further information from the U.S. Department of Commerce (BIC 942), Washington, D.C. 20230 (telephone Area Code 202, 967-4653) or from any of the Department's Field Offices.

Polish electrical exhibition planned for 1969 in Wroclaw

Poland's state trading agency, AGPOL, has invited U.S. firms to participate in an exhibition of electrical insulating materials, scheduled for Mar. 6-16, in Wroclaw, Poland.

One U.S. company has already announced plans to mount an exhibit at the show, and manufacturers from nine other foreign countries have reserved space.

An International Scientific Conference, in celebration of the 50th anniversary of the Polish Electricians Association, will be held on Mar. 8 and 9, during the fair's run. Lectures and films on electrical research achievements may be presented by exhibitors.

Write: AGPOL, 12 Sienkiewicza St., Warsaw, Poland.

Exports lead Canada rise

Heavier capital spending than expected also boosts economy's prospects

Paced by a 15% increase in exports, mostly to the United States, Canadian economic growth accelerated in the first half of 1968, according to the semi-annual Economic Trends Report from the U.S. Embassy in Ottawa.

Bright spots in the economy in the first half year indicate that Canada's real GNP growth in 1968 may exceed 4%, though some economists still hold to their earlier 1968 views that the increase will be just under 4%.

The favorable first half trends which seem to support the more optimistic view include:

- Canada's spectacular export performance—up 15% in the first seven months of 1968;
- The expected 6% increase in capital spending in 1968—an upward revision of earlier expectations;
- The record first seven months' pace of the construction industry in 1968, when awards exceeded the same period in 1967 by C$221 million;
- The nearly 4% gain in industrial production through June over the same period last year;
- A rise of nearly 8% in first half 1968 profits of leading corporations over the sameperiod in 1967.

Canada's export performance remains the most buoyant factor in the Canadian economic picture. During the first seven months of 1968, merchandise exports rose 15%, or nearly C$1 billion from the comparable period in 1967, and reached a total of C$7.6 billion.

Imports rose less than 9% over the same period, so that Canada's trade surplus increased from C$201 million in 1967 to C$641 million so far this year.

Trade with U.S. soars

Trade with the United States, chiefly responsible for this performance, is up nearly 25%. According to preliminary figures, Canada's trade deficit with the United States through July stood at C$15 million compared with C$587 million for the same period last year.

Canadian trade links with the United States increased both relatively and absolutely. Motor vehicles and parts continued to be a particularly strong feature of export growth and have now become Canada's leading export by a wide margin. Shipments of both ferrous and nonferrous metals and ores have also made major gains this year.

The unadjusted quarterly figures show that the current account deficit of C$225 million was the lowest of any first quarter since at least 1963, and nearly 29% below the level in first quarter 1967. The deficit with the United States of C$400 million was the lowest of any first quarter since 1964.

The forecast for 1968 is for a merchandise surplus of over C$500 million, up from last year but less than the C$1 billion which might be inferred from looking at the performance through the first seven months. Travel receipts may not fall off as much as originally expected with the end of Expo, but the invisibles deficit will probably rise well over C$1 billion. The resulting current accounts deficit is expected to rise over C$500 million, greater than last year, but not exceeding C$1 billion as it did in 1966 and 1967. Canada's mid-year survey of capital investment intentions indicates spending will continue at a high rate in 1968, though there is no investment boom yet to match the record capital outlays of 1964-66.

Kennedy Round benefits

U.S. agricultural exports expected to benefit from Canada's concessions in the Kennedy Round include fresh pork, hops, hay seeds, raisins, canned pineapple, limes, nuts, and citrus fruits and juices. Other United States exports to Canada expected to continue strong in the remainder of this year are feed corn, soybeans, soybean meal, top-grade beef, and winter vegetables.

Canadian turkey production is expected to decline moderately below the 1967 output, offering an opportunity to increase U.S. exports of heavy tom turkeys in the remainder of the year.

Metal mines expenditures on construction and machinery and equipment in 1968 are now expected to be up over one-quarter to C$313 million, compared to the C$229 million estimated early in 1968, and above the 1967 expenditures of nearly C$307 million. This upward revision results from expanded plans for the development of non-ferrous metal mines.

The transportation equipment industry (aircraft and automotive) now plans outlays totaling nearly C$206 million—up C$40 million from earlier 1968 plans but slightly below 1967 expenditures; and, the food and beverage industry now expects 1968 capital spending to total C$240 million—nearly C$34 million above earlier estimates and above 1967 outlays.

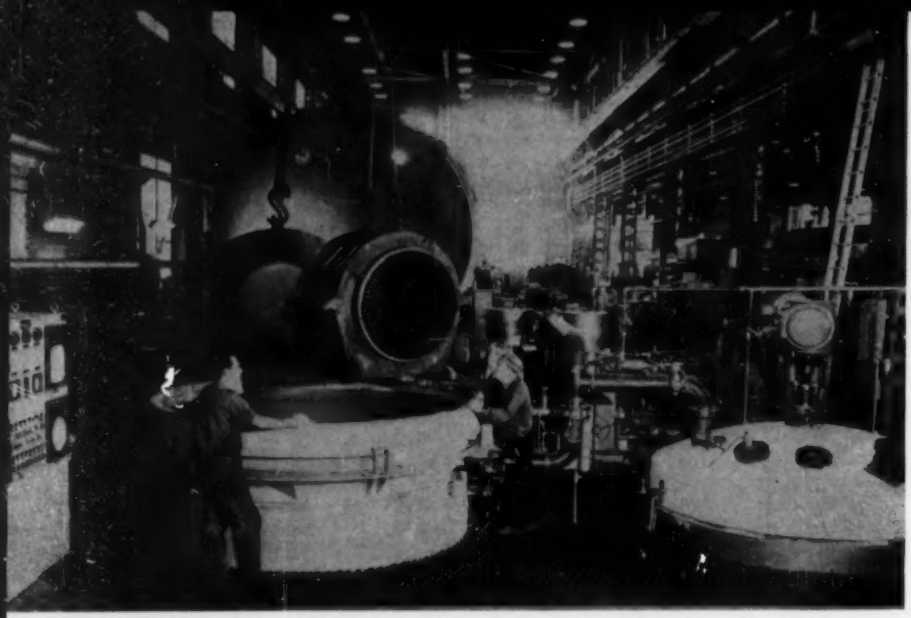
Most other components of manufacturing have also expanded their 1968 capital spending programs from earlier intentions, with the only important exception being the chemical industry which is, however, still expected to exceed its 1967 outlays.

Sharpest capital investment increases by utilities in 1968 over last year include telephones—up C$40 million; gas distribution—up C$34 million; water systems—up C$35 million; water and transport services—up C$26 million. Capital investments by all utilities this year are expected to exceed 1967 outlays by C$232 million.

In the construction area, more buildings are planned by the wholesale, chain store, and independent store groups—up a total of C$48 million over 1967. Expenditures for new housing in 1968 are now expected to reach C$2,661 million, an increase of 13% over similar outlays in 1967.

As of mid-year, school and hospital plans for construction and purchase of machinery and equipment in 1968, while lower than earlier intentions, still indicate expenditures of C$1,126 million for the year—up almost 17% over 1967 outlays. University outlays are expected to be up by C$25 million in 1968.

Transport Minister Paul Hellyer announced in August that contracts for new



CAPITAL EQUIPMENT expenditures have risen in most Canadian industries. Here, a pressure impregnation system made by Canadian subsidiary of U.S. firm is shown at one of Canadian General Electric's plants.

terminal buildings at the Toronto and Montreal airports will be let within the next year. The projects have been approved by the Government and appropriations are expected in the next session of Parliament.

The new airport projected for Montreal will include a whole range of facilities, such as a terminal, servicing plant, runways, and parking lot. The Toronto terminal will involve C$20 million initially, while both projects will require huge expenditures over the next 20 to 30 years—running from C$200 to C$300 million at each city.

The airports are being expanded to provide for expected increases in passenger traffic by 1985 to 16 million at Montreal and to 19 million at Toronto. Air freight, now 46,000 tons annually in Montreal, is expected to grow by ten times in the next ten to fifteen years, while Toronto's present air cargo volume of 40,000 tons is expected to exceed one million tons by 1985.

As airport facilities are expanded, the current demand for automated freight handling equipment is expected to increase still more as express companies, airlines, and private industry strive to attain maximum efficiency in freight and materials handling. Some Canadian equipment manufacturing firms are expressing interest in obtaining licenses from U.S. firms to manufacture passenger and freight handling equipment for Canadian air terminals.

According to press reports, about C$3.5 million worth of Russian heavy machinery moved into Toronto in the past several months. The equipment included ten trucks with 27-ton capacity, valued at C$60,000 each, and three DET-250 bulldozers, which are claimed to be the largest bulldozers in the world. Also included in the equipment imported were a number of excavators.

The equipment was imported by the Znidar Brothers Construction Co. Ltd. of Etobicoke, Ontario. Representatives of the firm stated "this is straight business with us; the equipment is 20% less expensive than that made in the United States." The equipment has been rented to excavating firms in the Toronto area, but direct sales are planned when the machinery has been fully tested on Canadian projects.

The value of Canadian construction contract awards for the first seven months of 1968 set an all-time record of C$3,070 million, or C$221 million above the same period in 1967. Institutional contract awards showed the greatest increase for the period—up nearly 18%. Awards for residential construction were up nearly 11%; business—up over 8%; engineering—up 2%; and industrial—down nearly 8%.

The Province of Ontario led as usual with C$1,313 million in contract awards in the first seven months of 1968. Quebec was second with C$575 million, followed by the Prairie Provinces with C$517 million, British Columbia with C$386 million, and the Atlantic Provinces with C$279 million.

Montreal's 1968 seven-month total of contract awards were valued at C$249 million—up C$30 million, or nearly 14%. over the same period last year. Toronto's seven-month total of awards at C$367.5 million was down C$28 million, or 7%, for the same period in 1967. Montreal recorded gains in institutional, industrial, and engineering construction awards; Toronto recorded gains in residential, business and engineering awards during this period.

About C$50 million, 90% of all Japanese investment in Canada, is believed to have been invested in British Columbia. While this is only a small fraction of foreign investment in British Columbia, the impact of Japanese capital is widely felt in the Province, particularly in mining.

Plans for buying appliances in the second half of 1968 were below 1967 intentions, with the exception of washing machines and freezers. The outlook for sales of furniture and floor coverings was down slightly from 1967 and back to the levels of 1964 and early 1965; it was most promising in Ontario, the Atlantic and Prairie Provinces but less buoyant in British Columbia and Quebec.

The Canadian dollar showed strength as the Canadian reserve position improved substantially from earlier in the year when Canada borrowed US$185 million from the International Monetary Fund and swapped US$250 million with the Federal Reserve Bank, now repaid. In the first seven months of 1968, the Canadian dollar moved from the bottom of its pegged range, 1% below the IMF par of US$.925 to the top of that range, 1% above par, near which it has remained for the past few months.

After the Bank of Canada discount rate was raised 1% in January and another one-half percent in March to an unprecedented high of 7½%, the rate was cut twice in July and once at the end of Au-

More U.S. coal used

Sparked by growing demands for Ontario Hydro and Canadian steel companies and fostered by the removal in January of a 50-cent-per-ton duty on imported coal, Canada's demand for coal is expected to increase steadily until 1980, according to an article in the *Financial Post*. A contract to buy 750,000 tons of Nova Scotia coal per year will expire in 1972 and the Ontario Hydro will probably then buy United States coal exclusively, according to the official.

Another major coal user—Steel Co. of Canada—consumes about 2.5 million tons a year at the present time and uses U.S. coal exclusively. The Steel Co.'s expansion on the Lake Erie shore is expected to boost its buying of U.S. coal considerably.

Trade surplus grows

The outlook for the remainder of the year in Canada is for a reduction in the rate of export growth, due to anticipated slackening in U.S. demand, although the total for the year appears certain to exceed the 1967 figures. Imports are expected to rise at a faster pace during the rest of the year as business investment picks up, but it looks as if Canada's surplus on worldwide trade for 1968 will increase substantially over last year's C$534 million.

gust, a half point each time, to the present 6%. In mid-August, the money supply (currency outside banks and bank deposits) rose to C$26.5 billion, up about 14% over a year ago, with half of the increase taking place during the previous three months.

Prices continue to rise, with the consumer price index in early July 2% above the level at the end of 1967. The wholesale price index was, however, less than 1% above the January level, representing about the same increase as during the first six months of 1967.

The softest spot in the economy appears to be unemployment which is expected to average about 5% for the year, compared to about 4% in 1967.

Total labor income for May 1968 showed an 8% increase over a year ago, and average hourly earnings of C$2.57 in manufacturing in June 1968 were up by about the same extent. The Government over the summer held down wage increases to about 7% a year for public employees, successfully ending strikes by key seaway and postal workers and settling with Air Canada pilots and air traffic controllers.

In April, Brenda Mines concluded financing agreements with Nippon Mining and with Mitsui which will provide C$7.5 million to develop the huge low-grade copper molybdenum in the Okanagan Valley. Nippon will purchase the property's full copper production for a five-year period. Noranda Mines and the Bank of Nova Scotia are the other financial backers.

Early Japanese investment was primarily in the form of direct loans. The tendency now is to acquire a minority equity interest and to obtain representation on the directorate. This insures that the Japanese investors will have immediate access to information on developments affecting production and supply, and will be in a position to help shape company policy. Japanese spokesmen acknowledge that they avoid direct control for fear of arousing public sentiment.

By 1975 Japanese investment in British Columbia may reach C$1 billion, according to a Canada-Japan Trade Council publication. In addition to the mining industry, Japanese capital is now finding its way into the forest industry.

Honshu Paper Manufacturing and Mitsubishi Trading are providing C$24.5 million obtained through a loan from the Export-Import Bank of Japan for construction of a C$32 million pulp mill near Skookumchuk. Other Japanese firms are reportedly interested in investing in forestry operations in the province.

The region stretching from Vancouver, B.C. to Eugene, Ore. is the fastest growing area on the North American continent, according to a statement by Boeing Vice President Lowell Mickelwaite early this year. He cited the proposed super port at Roberts Bank as an example of the thinking necessary to make the region more competitive in world markets.

The proposed new deep sea bulk-loading terminal at Roberts Bank is expected to attract new industry as well as provide a needed facility for British Columbia's rapidly growing trade with Japan.

Coal, a few years ago a declining factor in British Columbia's economy, has suddenly become the center of major capital investment. The scale and importance of this trend is indicated by the new C$650 million coking contract signed in early 1968 between Kaiser Steel Corp. and Mitsubishi Shoji Kaisha, acting for seven major Japanese steel firms. It was this coal contract which gave initial impetus to the proposed new Roberts Bank terminal. The contract provides for Kaiser to supply 45 million long tons of high grade British Columbia coking coal to Japan over a 15-year period beginning in April 1970.

There has been considerable uncertainty over who will build the bulk handling facilities on the 50 acres created for the terminals. Kaiser has done the engineering and is reportedly prepared to build the facility.

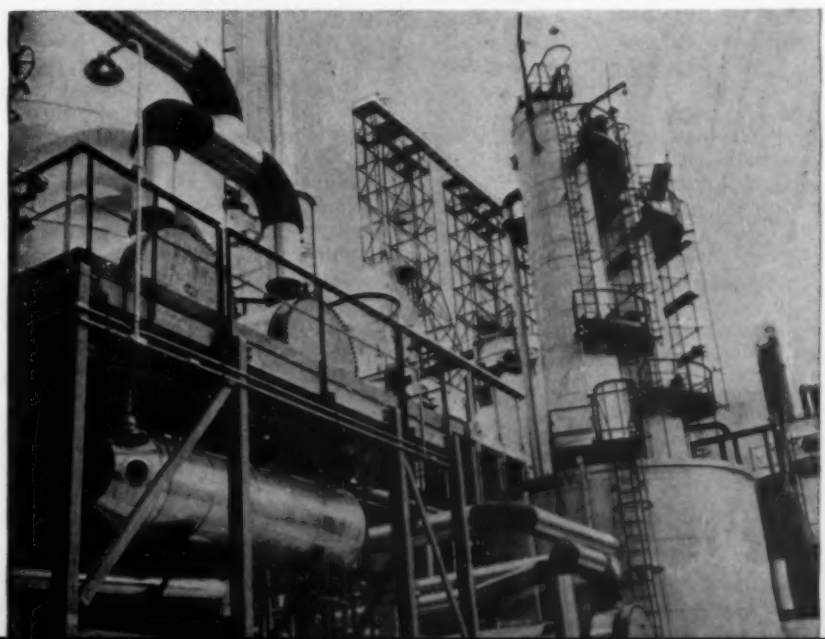
Federal and provincial authorities are still trying to decide who will control the new port of Roberts Bank and the large industrial estate which is expected to develop behind it, but they have cooperated to allow construction of the coal-loading terminal to proceed. B.C. Hydro has announced it will build the port railway, joining Roberts Bank with other Hydro lines at Cloverdale, thus allowing Canadian Pacific rail access via its Mission bridge.

On July 2, the biggest dredging project ever undertaken in British Columbia began to make the fill for the new Roberts Bank port. Six million cubic yards of sand are being pumped from the ocean bottom to create a 55-acre terminal island, which will be connected to the shoreline by a causeway three miles long and 71 feet wide. The causeway is expected to carry two lines of tracks and a highway. Depth of water at the terminal will be 65 feet.

While the Maclean-Hunter Research Bureau's June 1968 quarterly survey of Canadian consumer buying intentions showed some decline in consumer confidence, a big drop in total retail expenditures during 1968 was not indicated.

The buying intentions survey revealed that builders and realtors can look forward to a busy second half in 1968. Some 3.8% of those surveyed expected to buy a house before the end of the year—a higher proportion than in 26 of the last 32 surveys.

PRAIRIE PROVINCES had C$517 million in new construction contracts during the first seven months of 1967. Here, system incorporating U.S. products extracts crude oil from clay at Fort McMurray, Alberta.



Brazil grows at 6% rate

Country getting investor aid for productive enterprises not seen there since 1950's

The Brazilian economy is expected to grow about 6% in real terms in 1968 (compared to 5% in 1967), and barring adverse climatic conditions, this growth rate should be maintained or exceeded in 1969, according to a new semi-annual Economic Trends report.

The main factors influencing this promising economic situation are:

► Very high levels of investment in productive enterprise, not experienced in Brazil since the late 1950's;

► Another good year for agricultural crops in 1968, benefiting from reasonably good weather, and a policy of adequate price supports and expanding credit for the agricultural sector;

► High levels of exports, resulting in part from the Government's agricultural policies and export incentive measures;

► Sharp increases in home construction financed by the social security pension fund and the National Housing Bank;

► Increasing consumer demand resulting from higher employment levels and farm income;

► Growing faith in the Government's determination and ability to keep the rate of inflation under control.

Investment increasing

Recent observations of investments financed by specific institutions reveal a sharp upward trend beginning in 1967, following several years of relative stagnation. Investments financed by three major sources (the National Housing Bank, the Bank of the Northeast, and international lending institutions) increased roughly threefold in 1967 over 1966 ($325 million vs. $116 million), should double in 1968 (to approximately $600 million) and continue to increase, but at a lower rate in 1969. The increased output generated by these institutions stimulated further investment in the industrial sector as output started pushing against capacity.

Investment in housing in Brazil by the National Housing Bank (BNH), plus private investment that was directly induced by BNH participation in the financing of civil construction, was equivalent to 2.6% of GNP in 1967 compared to only .6% of GNP in 1966. This has caused a boom in construction, with greatly increased demand for building materials and labor.

Through 1966, the Bank of the Northeast disbursed a little under NCr$50 million for private sector investments in that area. In 1967 disbursements were NCr $157 million, and are expected to be more than double this amount in 1968. As these disbursements will be supplemented with an equal amount of private capital, there should be a total investment of about U.S. $200 million this year, mostly in industry. (NOTE: for a detailed story on investing in Northeast Brazil, see p. 20 of last week's issue of INTERNATIONAL COMMERCE.)

New exchange system

Brazil's August action in the area of foreign exchange was of greater significance than the 13.4% devaluation alone might indicate. Concurrent with the devaluation of the cruzeiro the government announced the establishment of a new exchange system.

Henceforth the monetary authorities anticipate changing the exchange rate more frequently than the approximately annual devaluations of the past several years. The new "flexible" rate will not be freely fluctuating but will be fixed by the authorities. The adjustments of the rate are expected to be small and will be based on consideration of relevant price trends and the level of foreign reserves. Just at deadline this week word was received of an adjustment of about 1%, to 3.67 new cruzeiros to the dollar buying, and 3.70 selling.

Alteration of the exchange system is aimed primarily at eliminating the exchange speculation which arose from the substantial disparities between domestic and external prices. Thus, while the devaluation itself will contribute to the declared policy of encouraging exports, the change in the exchange system will also provide a longer term stimulus for producing for export and is expected to eliminate the deleterious effects of speculative capital movements on the balance of payments, domestic credit conditions, and economic development in general.

Official capital inflow from all international lending institutions is expected to increase from $295 million in 1967 to $377 million in 1968. This financing will benefit mining, agriculture, electric power generation, and transportation among others and create further export opportunities for U.S. industry.

Industrial investment projects by private enterprises approved by the Ministry of Commerce and Industry under the Federal Government's development incentive program increased from 62 (involving total investment of $182 million) in 1965, to 172 ($356 million) in 1966, to 271 ($493 million) in 1967. The figures for the first seven months of 1968 are 283 projects involving $183 million.

These investments are concentrated largely in automotive, steel, construction materials, textiles, leather goods, paper products, rubber, chemicals and electrical appliances. In addition to these investments, the Government's merchant marine policy, adopted in 1967, has caused a boom in shipbuilding, with every major shipyard in Brazil operating at full capacity and a total of over 600,000 tons of ships presently under construction.

The impact of these investments, together with increased consumption demand resulting primarily from three consecutive good agricultural harvests, is reflected in the substantial increase of industrial production, the very high level of capital goods imports, the general increase in business activity, and the increase in industrial job offers.

Business confidence up

A survey of 733 manufacturing firms in July 1968, which together employ half a million people and account for close to four billion dollars in sales annually, revealed that 95% of these firms find demand levels of production increasing in the third quarter of this year. This would make it the sixth consecutive quarter of increased manufacturing output.

Looking toward the need for sustained high level agricultural production and increased exports of non-traditional agricultural products, the Government has taken several measures to stimulate such activity. Apart from continuing the policy of minimum price supports for key crops, the Government has taken steps to improve the flow of credit to producers, and to improve

export earnings potential through a new policy of frequent exchange rate adjustments so as to maintain a realistic exchange rate. In the credit field, the Central Bank recently modified Resolution 69 which requires commercial banks to reserve 10% of their sight deposits for rural credit applications. Since, in practice, most of these funds were applied either in the marketing process or used by very large producers, the Central Bank issued in August Resolution 97 requiring that at least one third of the total credit extended to the agricultural sector be extended directly to the producer and that 70% of the latter amount be reserved for medium and small producers. The effects of this credit policy should begin to be felt next year as the banks develop administrative machinery to channel loans to individual producers.

Brazil's coffee exports during the 1967-68 marketing year (July-June) set an all-time record of 18.9 million bags. Coffee prices are down however, so export earnings are not at record levels. Also, soluble coffee exports are likely to drop below the 1967 total because one plant which accounts for half of Brazil's volume has been in financial difficulties and has been idle since May.

BRAZILIAN CONSTRUCTION BOOM has created greatly increased demand for building materials and labor. This Allis-Chalmers cement making equipment is destined for plant being built near Rio de Janeiro.

Fiscal performance

Increased economic activity in Brazil recently resulted in higher than anticipated revenues (an increase of 26% in constant prices over the corresponding period of 1967 and 14% over the budgeted figure for the period), stemming largely from the Tax on Industrial Products (value added tax), and from increased income tax and customs duties collections.

Expenditures were also over budget (7.6%) partly due to earmarking of funds on a percentage of revenue basis, notably transfers to state and municipal governments. These developments enabled the government to hold the fiscal deficit to less than the budgeted amount.

Thanks to these transfers and to good sales tax revenues, State Governments are in good financial condition and may in some cases (São Paulo and Paraná) increase public works expenditures. Less encouraging is the fact that the deficit was wholly financed through monetary expansion and that the fiscal incentive to reduce excess public servants and, therefore, current government expenditure, has not succeeded.

Cocoa export earnings should be slightly lower than last year, in spite of better international market prices, because of a sizable drop in production. Export earnings for sugar, corn, rice and beef are expected to be considerably more in 1968 than 1967 while cotton exports are fairly stable and soybeans exports will decline sharply.

Central Bank Resolution 71 (issued late last year) makes a special line of credit available to industries that wish to produce for export. About NCr$70 million is now available for these loans which are repayable in one year at 12% interest and available for rediscount at 8% interest, compared to current bank credit rates of 30-40% annually. Exports of industrialized products are currently running at the same level as last year but are expected to increase in the second half of this year.

Notwithstanding declining steel exports, due to increased domestic demand at higher prices, the various tax, credit and exchange rate incentives to export industrial products have been sufficiently effective to offset the decline in steel exports and maintain the upward trend in overall exports of industrial products.

Imports are up sharply in 1968 over 1967. Imports from the U.S. during the first five months were valued at $240 million, 3% above the same period last year.

International competition has become increasingly intense in fighting for the large, expanding Brazilian market for capital goods and raw materials, particularly for those industries mentioned in item 1 which are experiencing rapid development, but also in the civil aviation, telecommunications, electric power and mass transportation fields.

European and Japanese concerns, and subsidiaries or licensees of U.S. firms in Europe, are picking up most of the new business because they are offering better credit terms, and in some cases better prices. Given the generally high regard for U.S. produced manufactured goods, there is a ready market for these if U.S. credit terms can be made competitive, and if U.S. business will take at least as active an interest in selling to Brazil as do our competitors.

Brazil's international credit rating is improving rapidly. Private British banks and those of other countries have extended sizable loans and lines of credit to the Brazilian Government, and negotiations are well under way between the Brazilian Government and several private U.S. investment houses to float a $40 million bond issue in the U.S. With growing Export Import Bank interest in the expanding Brazilian economy, it is time for U.S. business to take a fresh look at the Brazilian economic scene.

Although the total value of imports is likely to be somewhat higher than exports this year and next, a growing percentage of imports are covered by long term financing, resulting in a probable increase rather

than a decrease in exchange reserves for these years. This factor, plus the anticipated reflows of foreign exchange following the recent currency devaluation should lead to an improvement in net foreign reserves in excess of the target amount of $125 million dollars. In view of increased exports, the debt service burden in relation to foreign exchange earnings has dropped from 27% to 22%.

The general wholesale price level was up 14.6% for the first seven months of 1968, compared to an increase of 15.1% during the same period last year. Prices of industrial products were up 23.5% (17.9% last year) despite the restraining effect of the Government's policy to monitor prices, and were counterbalanced only by the very modest increase in the prices of agricultural products which rose 6.2% (11.8% last year).

Thus the good 1967/68 crop year has been decisive in overall price performance thus far in 1968, and points up the crucial need for a good 1968/69 crop year to counteract the upward trend in industrial prices which is likely to continue well into 1969 until increased industrial capacity can relieve some of the pressure.

As a result of the outflow of capital in anticipation of currency devaluation, a tight credit situation developed beginning in mid-May and continued through August, in spite of a Central Bank Resolution (issued Aug. 1) reducing compulsory reserve requirements from 30% to 27%. Credit resources should expand again in September as re-flows of foreign exchange follow the Aug. 27 currency devaluation.

The current heavy demand for commercial loans is likely to continue throughout the year and there are signs that total demand is pushing against productive capacity in practically all major sectors. Under these circumstances, if credit expansion is not held well below the 4% average of the earlier months, it will be difficult to maintain the rate of inflation below the 25% figure for 1967.

Sessions on Brazil

A briefing session on Brazilian business opportunities today is being scheduled for Oct. 14-16 by the American Management Association at its headquarters in New York.

Dr. Paul Griffith Garland of Baker & McKenzie, Sao Paulo, is chairman. Other speakers are Richard E. Hayes, Sao Paulo banker; H. Richard Buttleman, of Caterpillar Tractor Co.; Lucien H. Case, of Lamson & Sessions Co., and Henry H. Patton, of Deltec Security Corp.

Gabon's economy surging ahead on rising petroleum production; port, railroad are market keys

U.S. traders must compete with dominant French, face tariff handicaps; see demand now for machinery, transport equipment

Gabon's economy, surging ahead in recent months on petroleum production increases, and buoyed by progress in key port and rail construction, is opening the door wider to American goods and attracting significant U.S. investment, according to the annual Economic Trends report received from the U.S. Embassy in the African nation.

After a period of leveling off in 1966, the Gabonese economy moved ahead in 1967, due primarily to a 140% increase in **crude petroleum** production and a 50% increase in **natural gas** production. All other extractive industries experienced a slight decrease in production while Gabon's two main transformation industries—**plywood and sawn wood** production—experienced slight increases in 1967. Major increases in **petroleum** and **natural gas** production are expected for the coming years which should continue to provide a healthy boost to the economy at a time when the other key commodities produced in Gabon are, at least temporarily, weakening.

Mining output

Manganese production, in the face of a drop in world prices and a restricted market, dropped somewhat as did the production of uranium concentrates and gold. The production decrease of the latter two minerals was due to the playing out of present deposits; production of both **uranium** concentrates and **gold** is expected to increase in coming years as newly discovered uranium deposits are mined and as mining of primary gold deposits gradually replaces the surface working of alluvial deposits.

Although **wood and wood products** were for a long time the mainstay of the Gabonese economy, they have now been replaced by mineral and petroleum production. In 1967, the value of crude petroleum exports alone almost equalled the combined value of all wood and wood products exported; in 1968, crude petroleum exports will exceed wood and wood products exports in value and thus will become Gabon's greatest single export.

Taken together, crude petroleum, manganese, uranium, and gold accounted for 64.1% of Gabon's total exports in 1967; wood and wood products accounted for 32.2%. With the projected rapid growth of the petroleum industry over the next decade, petroleum and minerals will become even more important, especially if the rich Belinga **iron deposits** are brought into production, while wood and wood products, while increasing in absolute value, will occupy a relatively smaller place in the Gabonese economy.

Transformation industries expand

In addition to Gabon's important extractive industries, the development of modest transformation industries is moving ahead. The petroleum refinery at Port Gentil, which was completed in October 1967, is now producing at full capacity (600,000 metric tons of refined products annually).

A brewery in Libreville with an annual output of 50,000 hectoliters began operations in February 1968, while a textile printing plant, a flour mill, and a cement clinker crushing plant will be established in the near future. Libreville also boasts a paint manufacturing firm, several furniture fabricating companies, and a small clothing manufacturing concern, all of which came into being within the last two years.

Gabon continues to show a healthy surplus of exports over imports. Imports rose by only 1.6% while exports increased by 19.3% in 1967, with the result that the country's trade surplus of over $53 million was 53% higher than in 1966. This trend is expected to continue for the immediate future although the annual increase of imports will not be held at the 1967 level.

Preliminary figures for the first quarter of 1968 show a positive balance of payments of $579,000 for that period, but the loss of foreign exchange due to imports, loan repayments and repatriation of earn-

ings from investment and salaries is expected to offset the increased export earnings and new development capital for several years to come, giving Gabon a continued negative or near zero balance of payments.

The 1968 development budget has been set at $14,216,327, a 20% increase over the 1967 figure, and reflects the continued emphasis on development of key sectors in the economic and social fields by the Gabonese Government as Gabon's first Five Year Plan (1966-1970) moves into its third year. Infrastructure, debt repayment and social services will account for the bulk of the expenditures under the development budget.

The annual increases in prices, which have been averaging between 5 and 6% in recent years, dropped to 4% for the period February 1967 to February 1968. The wholesale price index, usually an indication of future retail price raises, increased by only 2.9% during the same period. This slow-down is not expected to last as Gabon will be greatly affected by the current increase in the cost of goods from France, which provides 60% of Gabon's imports. Another major factor that will tend to accelerate inflation locally is the salary raises granted to Gabonese workers in June 1968.

In November 1967, the Common Market's European Development Fund (FED) gave Gabon a $13 million grant for the construction of a deep water port at Owendo, five miles from Libreville. The new port will have three deep water berths for general cargo plus eventual specialized berths for iron ore and petroleum loading; the general cargo port should be operational by early 1971.

Although financing has not yet been obtained for the proposed 560 kilometer railroad to the Belinga iron ore deposits, is remains Gabon's most important development project and as such will receive major attention in coming years. Current planning calls for the construction of the railroad to be completed in the late 1970's.

Opens iron deposits

When completed, the railroad will permit the exploitation of the Belinga iron deposits (known reserves: one billion tons with 60-69% metallic content), and the second and third forestry zones, as well as opening up the interior of the country. The above infrastructure projects, along with great emphasis on road construction, are key elements of the Gabonese plans for development. In the next three years, $30 million will be spent on the construction of roads.

Gabon's leaders have chosen enlightened capitalism as the best method of developing the country's many riches. Rather than resisting foreign influence and, like so many other less developed countries, trying to go it alone, they have committed themselves to a Western-oriented posture with a heavy emphasis on economic development by private enterprise and private foreign capital and personal investment.

These policies, combined with continued political stability, have produced a rapidly growing economy.

GABON HAS CHOSEN PRIVATE ENTERPRISE as the best path to economic development, and invites private foreign investment. Above, heavy equipment at work on a logging operation. (World Bank Photo)

Demand for imports

Gabon's desire to have more material goods presents a potential market for American exports. With increased prosperity and increased personal well-being, Gabonese will be demanding more imported goods and, with special effort, American companies should be able to capture an increased portion of this demand for consumer goods. In the face of the firm French hold on the local economy and the commercial disadvantage of discriminatory tariffs, what actually happens is in large part up to the skill of the U.S. export trade.

The main obstacles to expanded trade with Gabon are the economy's very decided orientation toward French sources of supply, the domination of the local commercial scene by French companies, the assistance which the French Government furnishes to Gabon (which is tied to purchases of equipment from France), and, probably most important, the preferential tariff treatment which is accorded to imports from the members of the European Economic Community.

These obstacles can be partially overcome in a number of ways.

There is, first of all, those categories of American goods which are able to remain competitive in the face of the discriminatory tariff or which are able to meet needs which products from other countries cannot do.

These goods include mechanical and electrical machinery and transportation equipment.

U.S. can gain

In addition, with the price and wage increases in France which resulted from the strikes there this spring, it may be possible for American companies to take a larger portion of some of the markets presently controlled by France: food and kindred products, apparel and other finished products made from fabrics, paper and allied products, chemicals and allied products and primary metal industries.

A third possibility will be the use of American subsidiaries in Europe to escape the Common External Tariff.

American investment rather than trade remains the more significant U.S. economic interest in Gabon. These investments

are concentrated in the field of mineral and petroleum development. The United States Steel Corp. has a 49% interest in the large manganese mine at Moanda in southeastern Gabon and has invested an estimated 30 million dollars to develop this operation.

Bethlehem Steel Corp has a 50% interest in the rich iron ore deposits at Belinga and has invested several million dollars in exploratory work.

Gulf Oil Corp has received three large petroleum exploration concessions offshore of Gabon and is committed to spend at least 17 million dollars in explorations over the next ten years.

American Overseas Petroleum Co. (agents for Texaco and Standard Oil of California) has just been awarded a large Gabonese offshore concession and plans to start exploratory activities soon.

Two major U.S. banks, Morgan Guarantee International and First National City Bank, have acquired interests in commercial banks operating in Gabon.

Gabonese authorities are hopeful that American and other foreign firms will also consider investing in the planned transformation industries as well as in the extractive ones. Plans for a large cellulose plant, a chemical fertilizer plant, a battery plant, a glass factory and several other projects exist, but the realization of these projects will require large quantities of investment capital from abroad.

Generous investment code

To attract these investments, and others, Gabon has adopted a very generous investment code. Tariffs and duties on essential materials brought in by companies investing in Gabon can be reduced or waived and tax concessions are quite generous. Companies are allowed to repatriate profits. The United States has had an investment guarantee agreement with Gabon since 1963.

Although French companies in Gabon are already using the services of specialized American companies for surveys and studies, offshore oil exploration and drilling, and engineering work, these French organizations use French material when it is available. In a like manner, additional American investment in Gabon will doubtlessly spur increased importation of certain types of American goods.

New developments in the mining and petroleum industries will increase the demand for U.S. products and specialized services no matter who operates these industries, but increased investment by U.S. companies, who prefer the material they know best, will produce an increase in demand well above that which would take place normally.

INDUSTRIAL MODERNIZATION in Pakistan is creating a need for new machines and equipment. This man works in a ceramics factory which received a modernization loan through the World Bank.

Pakistan successfully completes decade of development; target now will be higher food output

U.S. continues as biggest supplier, second best customer, as country sets goal of increasing exports by 10% in fiscal 1969

By W. S. KRASON
Commercial Attache, U.S. Embassy, Karachi

The year 1968 has brought the termination of Pakistan's decade of reforms and development and the commencement of a new era dedicated to increased output of foodgrains. Pakistan has ample reason to be proud of the spectacular economic progress the country has achieved since President Ayub assumed office a decade ago.

The United States remains Pakistan's most important supplier, accounting for about 33% of the country's total imports in 1967. America is Pakistan's second most important customer, buying about 10% of the country's exports. Determined to increase its exports, Pakistan is seeking to diversify its commerce and trade with those countries which buy its products. Although it has not quite met the export projections of the Third Five Year Plan (1965-70), the country's total earnings of foreign exchange have increased by approximately 6% per year during the plan. Recently the Government adopted legislation calling for a 10% increase in exports during fiscal 1969.

With the possibility of increased earnings in the future deriving in part from aggressive export expansion efforts and savings on outlays for food, Pakistan may have more of its own foreign exchange available to pay for essential imports for defense and economic development.

The country to a large extent has been able to weather economic and financial difficulties resulting from the 1965 Indo-Pakistan conflict, a reduction in foreign economic assistance, and two successive years of drought. As a consequence of the breakthrough in agriculture in fiscal 1968, GNP registered a growth of 8.3%. Given ample inputs of fertilizer, proper seed, and water, there is hope that output will continue to rise, and that self-sufficiency in foodgrains may be attained in the early 1970's.

The Government's preoccupation with export expansion, and thus with programs designed to augment foreign exchange earnings, is opening new possibilities for sales of sophisticated types of equipment and machinery which U.S. manufacturers are in the position to offer. To become more competitive in world markets, Pakistan's industrialists are carefully examining all possible avenues to help them achieve this all-important objective.

Foreign exchange tight

Even though Pakistan is currently tight on foreign exchange, machinery and equipment required for agriculture is being financed from several sources, including American AID programs, World Bank and International Development Association loans, barter arrangements with the Sino/Soviet Bloc countries, and where possible, from Pakistan's own foreign exchange. There are several fields in which American manufacturers and exporters can look forward to immediate business.

Even though sales under current U.S. policies are limited to non-lethal items, there is growing demand for military equipment which could be supplied from U.S. sources. Equipment is procured through the three Directorates General of Defense Purchase (Napier Barrack in Karachi) buying on behalf of the Army, Navy and Air Force, and financed to large extent from Pakistan's own foreign exchange resources.

With a determined all-out effort to augment agricultural production, prospects for sales of farm machinery and equipment are indeed promising. Considerable attention is currently being given to mechanizing and modernizing agricultural production. As a result of a 23% increase during the year in foodgrain production, major consideration is being given to new techniques for harvesting and threshing of wheat and paddy for the bullock-powered farmer.

During August, Pakistan's Central Cabinet set up a special committee to assess the present state of farm mechanization in West Pakistan in order to develop a phased program for further mechanization of agriculture. The committee is expected to study the availability of suitable foreign equipment, including the feasibility of local production, and report its findings within the next eight to ten months.

As farm labor was insufficient to handle the wheat harvest, delay in threshing caused some loss and sowing of late crops was off schedule. In order to avoid a recurrence of this situation, the West Pakistan Government placed an order for 5,000 threshers with a capacity of one ton per hour.

There is definite need for both self propelled and pull type combine harvesters to help harvest the increased wheat and rice output. The Government estimates an immediate need for 7,500 pull type and 1,700 self-propelled combines. Other farm equipment with a promising future includes: tractors, 30 to 100 h.p. sizes adapted for row crop work; tractor mounted seed-with-fertilizer drills; multiple-row crop planters with fertilizer metering; fertilizer broadcast spreaders; stationary small grain threshers working on conventional principles; multiple-row unit planters with metering and side placement of fertilizers; tractor-mounted and aerial spraying equipment; grain dryers; and two-row corn stalk cutter-harvesters.

Favorable developments sometimes bring major problems in their wake. With over a million metric tons more grain than last year, a problem has emerged as how to store and safeguard foodgrains. Pakistan is hurriedly making plans for the erection of grain storage facilities in West Pakistan. Durable, spacious and low priced facilities are in demand.

West Pakistan is anticipating a rice surplus on the order of 300,000 tons annually which could earn the country valuable foreign exchange. In order to process the rice for export, modern mills are required. The Government's Executive Committee of the National Economic Council has recently decided that work must start at once to establish 25 modern rice mills in West Pakistan, with a capacity of two to five tons per hour.

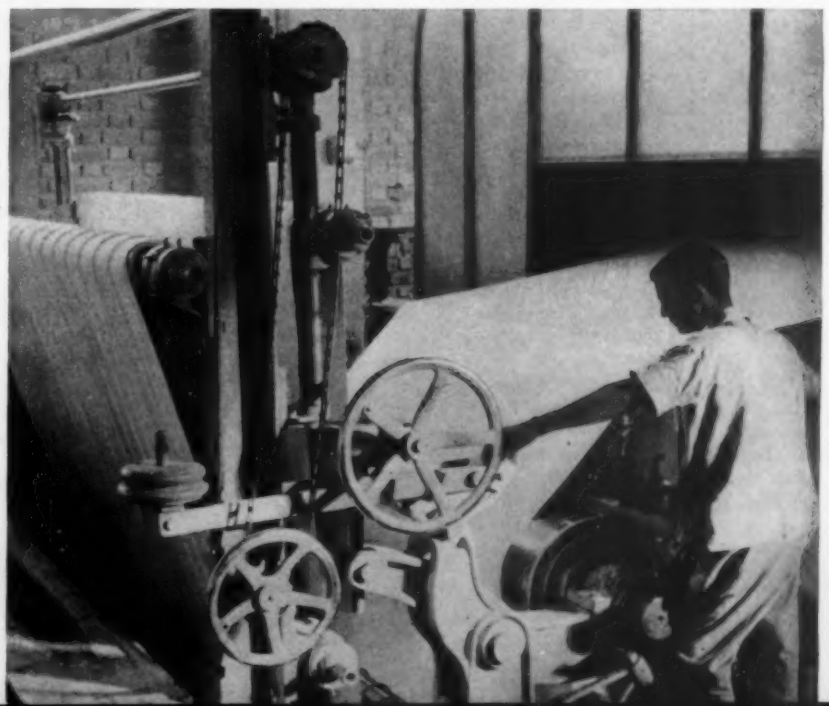
Procurement abroad

Although it is possible that some components could be produced in Pakistan, the rice milling plants will be procured from abroad, including rice par-boiling equipment, storage and silos suitable for warm and humid climate, as well as water treatment plants for handling the brackish water in the former Sind region where the plants will be erected.

Two 340,000-ton-per-year urea plants have been approved, with construction likely to commence either late this year or in early 1969. Both enjoy the financial support of the World Bank and AID. A third project of similar magnitude is under consideration by the Government.

The three projects, the total cost of which is estimated at approximately $250 million, excluding Esso's urea plant scheduled to go on stream in late 1968, will require considerable imports of fertilizer plant equipment from abroad. Since foreign exchange from the World Bank is being made available, there should be some promising opportunities for American

PAKISTAN'S EXPORT DRIVE is creating a market for sophisticated machines which U.S. suppliers are in a position to offer. Below, processing equipment at a Lahore board and paper mill. (World Bank Photo)



Manufacturers to supply the required equipment.

Even though a French/Italian consortium led by Impreglio of Milan won the $900 million award for the dam in free international competitive bidding, there will be considerable business opportunities for aggressive American suppliers. Approximately $500 million in hard currency will be available to finance the import of equipment required in the construction of the project, which is said to be the largest earth and rock fill dam in the world. Its completion is scheduled for early 1976.

In the initial stages of construction, there will be considerable demand for heavy earth moving machinery and equipment in which American manufacturers enjoy a competitive advantage over foreign suppliers—specifically, items such as crawler tractors, loaders, dumpers, diesel electric generators excavators, motor scrapers, diesel pumps, compressors, and drilling equipment will be in immediate demand.

Since the agreement was signed establishing the Tarbela Development Fund in May 1968, Impreglio has already commenced placing orders for equipment and machinery. Interested American manufacturers are encouraged to establish contact with Impreglio in Milan and with the International Bank for Reconstruction and Development (World Bank) in Washington.

Textile machinery imports

Of total imports in fiscal 1968 into Pakistan, textile machinery accounted for about $45 million. Provided export financing could be made available from U.S. sources at relatively favorable terms, approximately $12 million worth of textile machinery could be sold to Pakistan over the next 18 months.

Currently Pakistan's textiles account for about $78 million of the country's total export earnings. To expand foreign exchange receipts, and to maintain its competitive status in world textile markets, Pakistan is expanding its capacity from 2.7 million spindles and 37,000 looms to four million spindles and 70,000 looms, respectively, by the end of the Third Five-Year Plan in 1970.

In 1967, for example, the Government sanctioned 40 additional plants, of which about 10 mills have commenced to place orders for equipment.

The Japanese and the Soviet Bloc countries are very active suppliers of textile machinery to Pakistan. A dozen large mill owners have inquired about sophisticated varieties of U.S. textile machinery, to be told that prior Pakistan Government approval is required before any Eximbank credits can be considered.

Eximbank discount loans to banks tripled in past year

Agency's activity reviewed by head before Senate committee

Eximbank discount loans to commercial banks increased almost three-fold in the past fiscal year, the bank's acting head Walter C. Sauer has reported to the U.S. Senate's Appropriations Committee.

Sauer, noting that the total went from $71.5 million in fiscal year 1967 to $203.1 million in the year just completed, said that most of the increase occurred after Apr. 1, when a liberalization of the discount loans was announced as a part of a Presidential program to increase exports.

Eximbank authorizations in the past year totaled $3,534.1 million, divided as follows: long-term loans of $1,719 million, commodity credits of $75 million, exporter credits of $4.2 million, special or emergency foreign trade credits of $525 million, discount loans of $203.1 million, guarantees for exports of $290.1 million, export credit insurance, with the Foreign Credit Insurance Association, of $715.8 million, and consignment insurance of $1.9 million.

For fiscal year 1969, Sauer said, the budget estimate for total gross commitments is $3,662.3 million. Loan authorizations are estimated at $2,340 million, comprised of equipment and services loans of $2,065 million, commodity loans of $75 million, net discount authorizations of $100 million, and special or emergency foreign trade authorizations of $100 million. The estimate for insurance and guarantee authorizations is $1,322.3 million.

Sauer also pointed out that the fiscal 1969 budget proposed for separate transmittal, pending enactment of enabling legislation, an increase of $200 million in the limitation on program activity to provide for the operation of the new export expansion program during fiscal 1969. This figure included $100 million in loans, chargeable at 100%, and $400 million in guarantees and insurance chargeable at 25% of the related contractual liability, or a net charge of $100 million.

Since the required increase of $200 million for this program is approximately matched by a decrease of $190 million no longer required for military sales financing, no change was requested in the $2,552 million limitation on program activity proposed in original budget estimates.

Find investor curbs not slowing exports to foreign affiliates

A survey conducted by the Commerce Department's Office of Foreign Direct Investments in August indicates that the restrictions on foreign direct investment by U.S. firms will have little adverse impact on the growth of exports to their overseas affiliates in 1968.

Lionel R. Dyer, Deputy Director of OFDI's Authorizations Division, said that of the 3100 companies polled, about 110 or less than 4% indicated a desire for specific exemption from the investment regulations in order to support increases in their accounts receivable arising from the export of goods and services to their foreign affiliates. Under the regulations increases in such receivables from one year to the next are classified as foreign investment subject to the restrictions of the program.

Speaking to the International Trade Club of Chicago. Dyer said, "The number of companies involved and the dollar amount of relief requested are surprisingly small notwithstanding anticipation of an important growth in exports to affiliates in 1968."

He said, "Those companies surveyed which requested relief have received a letter from OFDI suggesting that they apply formally for specific exemptions as soon as practicable. To date, about a dozen companies have applied. These applications have been processed and the appropriate relief has been granted. The remaining applications will be processed as soon as they are received.

"Another part of the export problem relates to the potential effect of the program on foreign plant and equipment expenditures by U.S. firms which, if reduced in 1968, might result in declining exports of U.S. capital goods. Recent surveys conducted by the Commerce Department indicate that foreign plant and equipment expenditures (excluding Canada, which is exempt from the controls program) are expected to increase about 7.5 percent in 1968, continuing the upward movement of recent years."

IFC raises total investments in member nations; report shows African loan was largest ever

Seven major outlays involved steel, copper mining, cement, sugar, textiles, furniture, industrial financing

New commitments of $50.7 million during fiscal 1968 raised total investments of the International Finance Corporation (IFC) in private enterprises in its member countries to $271.8 million.

The IFC made 14 development investments in 11 countries during the fiscal year ended June 30, 1968, including the biggest single commitment in its 12-year history, a $20 million investment in a $60 million Mauritanian copper mine.

IFC activity during the past fiscal year was described in the Corporation's Annual Report prepared for transmittal by Robert S. McNamara, president of the International Finance Corporation, to the Board of Governors at the Annual Meetings of the World Bank Group, beginning on Sept. 30, in Washington, D.C. IFC is the affiliate of the World Bank that invests, without government guarantee, in private businesses in less developed member nations.

First commitments were made by IFC in three countries in this period—Korea, Mauritania and Nicaragua. This spread IFC investments to 39 countries. Over half of the funds committed by the corporation during the year went to Africa. The year's major investments circled the globe: two were in Africa, two in Asia and three in Latin America. Six of the year's smaller commitments (under $500,000) were in Latin America and one was in Africa. This continued the geographic diversification of the previous year, when more than half of IFC's commitments went to Asia and the Middle East.

The corporation's investments during the fiscal year involved steel, steel forging, copper mining, cement, sugar, textiles, home furniture, tourism and industrial financing.

Despite tight money and sharp world competition for investment capital during the past year, a greatly increased amount of the corporation's committed funds were restored to it for re-use in new developmental investments through participation by private investors in IFC investments. In 42 transactions during fiscal 1968 other investors associated themselves with new IFC commitments by participating financially in these ventures in the amount of $8.7 million and by making purchases totaling $2.8 million from IFC's portfolio of previous commitments. In addition, other investors bought $7.1 million of securities covered by IFC underwriting commitments. Sales of IFC commitments during the year thus totaled $18.6 million, compared to $7.3 million the previous fiscal year.

This, together with repayments amounting to $3.9 million and other means by which IFC recovers its funds, freed some $24 million of committed funds for use in new investments.

During fiscal 1968, the corporation made seven principal commitments. These were:

► Ethiopia—A loan, equity and underwriting commitment of $9 million in H.V.A.-Metahara, Share Company, a new concern establishing a $22.5 million sugar plantation and mill in Ethiopia to meet domestic needs.

► Korea—An equity commitment of $702,043 in the Korea Development Finance Corporation, in conjunction with a $5 million equivalent loan from the World Bank and commitments of almost $17 million by domestic and foreign, private and public investors, to establish Korea's first private industrial investment institution and help sustain the nation's rapid economic growth.

► Malaysia—A loan and equity commitment of $3.5 million in Malayawata Steel, Berhad, a new $26.9 million integrated steel plant, to be the first major iron and steel producing unit in Malaysia and the nation's largest single industrial enterprise.

► Mauritania—A $20 million loan and share commitment—the Corporation's largest to date—in Société Minière de Mauritanie (Somima), a $60 million project to develop Mauritania's Akjoujt copper deposits.

► Mexico—An underwriting commitment of $7 million of a $14 million share offering to stockholders of Compañía Fundidora de Fierro y Acero de Monterrey, S.A. (Fundidora), and, as a shareholder, a subscription to $318,886 in shares as part of financing for the continued long-term expansion program of Mexico's largest investor-owned steel producing company.

► Nicaragua—A loan and equity commitment of $2.1 million—IFC's first com-

AN IFC INVESTMENT HELPED TO FINANCE THE MACHINERY recently installed as part of the expansion and modernization program in this textile mill near Quito, Ecuador. (Photo courtesy of World Bank)

New IFC members

Mauritius has become IFC's newest member, bringing the corporation's membership to 90 nations. During fiscal 1968, Indonesia, Mauritania, and South Viet-Nam joined the corporation; Singapore, Uruguay and Yugoslavia have been added to the IFC membership, in addition to Mauritius, since June 30.

mitment in Nicaragua, its biggest in Central America and its first in conjunction with the Central American Common Market's financial institution, the Banco Centroamericano de Integracion Economica—as part of the financing of Textiles Fabricato de Nicaragua, S.A. (Fabritex), a $9.2 million textile mill in Managua.

► Venezuela—A loan of $7.5 million, with a stock option to C.A. Venezolana de Desarrollo (Sociedad Financiera), known as Cavendes. This was IFC's second commitment to this development bank. The first was an equity investment of $1.3 million in 1963. The loan was made to cover foreign exchange costs of projects financed by the Venezuelan company.

IFC's annual report for fiscal 1968 noted that the corporation is responding to the growing size and complexity of development projects, and the need for more advanced technology in competitive industrial operations, by offering itself as the focal point of increasingly large and diverse investment groups.

Other highlights of IFC's fiscal 1968 report included:

► A rise in the average size of principal commitments (those over $500,000) to $7.1 million, from $5.4 million the previous fiscal year.

► An increase in the average annual return, over their present life, on all investments held in portfolio to 7.61% as of June 30 compared with 7.41% at the end of the previous fiscal year. IFC's portfolio of investments effective as of June 30 stood at $157.8 million, compared to $107.9 million a year earlier. The portfolio was 34% in equity and 66% in loans.

► Net income of $6.2 million, which was credited to reserve against losses.

► The largest IFC underwriting commitment to date, guaranteeing the sale of half of a $14 million issue of new shares by Compania Fundidora de Fierro y Acero de Monterrey, S.A., Mexico.

► Participation in the financing, in Malaysia, of an integrated steel plant with production scaled to the needs of a relatively small market, making use of local basic materials including charcoal made from over-age rubber trees.

The annual report points out that since the corporation's establishment, 81 investors have invested in IFC transactions on 203 occasions, 21 such investments coming from the Middle East, 66 from Europe, 92 from North America, 4 from Latin America, 11 from the Caribbean, 7 from international investment institutions and 2 from Hong Kong.

Besides financial association of other investors in IFC's commitments in fiscal 1968, five industrial companies became principal technical sponsors, as well as financial backers on their own account. They in turn were associated with eight other industrial and financial sponsors.

In addition to participants and sponsors, the report states, more than 25 public and private financial institutions provided a further important source of funds to projects assisted by IFC last year, making their own separate commitments of approximately $68 million in these projects.

OVER HALF OF THE FUNDS COMMITTED BY IFC during fiscal 1968 went to Africa. This fertilizer plant in Senegal, inaugurated last May, was financed largely by IFC investments. (World Bank photo.)

Eximbank aids sales of jets to Australia

Two loans totaling over $4 million are part of $12.2 million contracts

The Export-Import Bank has authorized two loans totalling $4,482,036 to two Australian airlines to assist in financing their U.S. purchases of jet aircraft and related spare parts and services. The contract value of the transactions totals $12.2 million.

The first loan is for $2,241,036, in favor of the Commonwealth of Australia to assist the Australian National Airlines Commission in its purchase of one Boeing 727-76 jet aircraft to be operated by Trans-Australia Airlines (TAA). Contract value of the transaction is $5,987,550. The loan is to be repaid in 14 semiannual installments beginning in May 1970, with interest on outstanding balances at an annual rate of 6%.

The second loan is for $2,241,000 in favor of Ansett Transport Industries (Operations) Pty. Ltd., and will help finance one Boeing 727-77C aircraft and related spare parts and services for a contract value of $6,226,000. This Eximbank loan will be repayable in seven semiannual installments beginning in November 1973 with interest on the outstanding balances at an annual rate of 6%. The loan is to be guaranteed by the Commonwealth of Australia.

The Boeing Company of Seattle, Washington, will participate in the financing. In advance of Eximbank's and other loans, buyers will make cash payments of 20% of the contract value of the respective transactions, and banks overseas will provide the balance of the financing.

Rich Guinea bauxite deposits get World Bank, AID, aluminum company support in new accord

Mining installations, port, 85-mile railroad link to coast are part of major investment project in African nation

Development of high-grade bauxite near Boke in northwest Guinea, described as one of the richest deposits in the world, will go forward as a result of agreements which have been signed in Washington by the World Bank, the Government of Guinea, the U.S. Agency for International Development and Halco (Mining) Inc., a corporation owned by seven of the world's leading aluminum producers.

The Boke project consists of two interrelated elements: the construction of an 85-mile railway from the mine site at Sangaredi in the Boke area to the coast which will be used principally for the transport of bauxite, together with the construction of the port and township of Kamsar; and the construction of mining installations and a township at Sangaredi, together with related facilities.

The World Bank loan amounting to $64.5 million—one of the largest it has ever made to an African country—will finance the foreign exchange costs of the railway, the port and township of Kamsar. The railway and port will be able to handle up to about 8 million tons of bauxite annually. The loan will also refund a $1.7 million Bank loan made in March 1966 for an engineering study of the railway and port.

The local currency costs of the railway, port and township will be covered by a loan, equivalent to about $21 million in Guinea francs, from the U.S. Agency for International Development which will use local counterpart funds derived from sales of agricultural products under the PL 480 program.

The bauxite mine will be constructed and operated by Compagnie des Bauxites de Guinee (CBG), owned jointly by the Guinea Government (49%) and Halco (Mining) Inc. (51%). Halco is in turn owned by Alcan Aluminum Limited, Aluminum Company of America, Harvey Aluminum (Incorporated), Compagnie Pechiney, Ugine Kuhlmann, Vereinigte Aluminium-Werke AG and Montecatini Edison S.p.A.

CGB's investment is expected to be equivalent to about $100 million. It will cover the cost of the mine and township at Sangaredi, certain handling, processing and storage facilities and part of the township at Kamsar, and ore-carrying trains. CBG will operate its own bauxite trains on the Government-owned railway. The aluminum companies have entered into contracts with CBG for the purchase of bauxite.

Special arrangements have been made for servicing the World Bank loan. CBG will make payments to a Trustee bank in the United States in the currencies required to service the loan, and the amount of these payments will be credited against the taxes payable by CBG to Guinea. In the event CBG or Halco does not make the payments, the Trustee can call upon the aluminum companies that are the owners of Halco to make the required payments in proportion to their stockholding in Halco.

The Government will receive 65% of the net taxable profits of CBG and it is in effect from these revenues that the World Bank loan will be serviced.

Construction of the railway, port and Kamsar township is the responsibility of a Government agency, Office d'Amenagement de Boke (OFAB), which will be assisted by engineering consultants. Halco will designate personnel to assist OFAB in running the railway and port and to train Guinean employees. OFAB will recover from CBG all operation and maintenance costs incurred providing the railroad, township and loading jetty and wharf for the transport and loading of bauxite. Cost of operating and maintaining the harbor facilities will be recovered from port users.

Detailed design work for the railway, port and township has been completed, and prequalification procedures for screening prospective contractors are well advanced. Procurement for all contracts financed in whole or in part out of the proceeds of the Bank loan will be subject to international competitive bidding. To insure maximum economy, OFAB and CBG will where possible combine contracts for identical or similar facilities and will employ the same consulting engineers.

To insure proper coordination and completion of the construction of the whole project, the Government and Halco have agreed to set up a Construction Coordination Committee. This committee will recommend the approval of contracts, certify applications for withdrawals of loan funds, coordinate the work of the consulting engineers, ensure progress of the works and maintain direct liaison with the Bank.

ADB grants loan to Korea for expressway construction

The Asian Development Bank has approved a $6.8 million loan to the Republic of Korea to finance foreign exchange costs of a 19-mile four-lane toll expressway from Seoul to Inchon's port, in Korea's major industrial complex.

The expressway is already under construction and, in view of the need to complete the project as early as possible, work is proceeding on a three-shift, 7-day-a-week basis.

The rapid expansion of the Korean economy in recent years has been reflected in the growing traffic load handled by the available transportation system. Highway passenger and freight traffic during 1956-1966, for instance, increased at the rates of 19% and 16%.

Seoul, Inchon and the area along the expressway route are inhabited by around 16% of the nation's population. This region accounts for 36% of the nation's industrial area; 15% of housing; 37% of manufacturers; and 45% of the nation's industrial output value. Nine commercial banks have agreed to participate in the loan for a total of about $800,000. They are the Bank of America, San Francisco; Crocker-Citizens National Bank, San Francisco; Manufacturers Hanover Trust Company, New York; First National City Bank, New York; Chase Manhattan Bank, New York; Bank of Tokyo Trust Company, New York; Mitsubishi Bank, Tokyo; Deutsche Bank A.G., Frankfurt (Main); and Banca Commerciale Italiana, Milan.

Andes subregional integration progressing, but slowly; group plans December signing of accord

Subregional industrial planning gains equal status with tariff liberalization as emphasis in integration strategy switches

The economic integration of six Andean nations of South America is making slow but definite progress, with the signing of a subregional accord scheduled for Dec. 19 in La Paz, Bolivia.

In the meantime, the Andean Subregional Group has recessed its Sixth Mixed Commission meeting in Cartagena, Colombia, for two months, hoping that this period will enable members to reach agreement on the accord before the meeting actually adjourns.

The Andean group (members include Bolivia, Chile, Colombia, Ecuador, Peru and Venezuela) had originally been scheduled to sign the accord in mid-May, but strong pangs of anxiety in Venezuela caused the postponement.

A significant shift in emphasis has transpired since the subregional group was first conceived in 1966 in Bogota, Colombia. The basic premises of subregional economic integration, in fact, have changed considerably over the past two years and may undergo further revision before a workable subregional agreement is reached.

In August 1966, when the Declaration of Bogota first outlined the idea of economic integration of the Andean countries, coordination of economic policy was emphasized as a means of bringing the economic development of these countries more into line with that of Argentina, Brazil and Mexico. No mention of programmed tariff reduction was made at that time.

A year later, however, when the Andean Mixed Commission met in Caracas Venezuela, to spell out formally the principles of subregional integration, stress was placed on the elimination of tariff barriers among participant countries and on the establishment of a common external tariff. The resulting document, which expressed what later became known as the Colombo-Chilean view on integration, was formally accepted by the Latin American Free Trade Association's (LAFTA) Council of Foreign Ministers.

An agreement forming the Andean Development Corp. was signed in Bogota last February, naming Caracas as its administrative headquarters. At the same time, the first chapters of the subregional agreement were drafted, giving principal emphasis to a common external tariff and to internal trade liberalization. It was at this point that the first indications of disagreement became noticeable, although they were still somewhat overshadowed by the progress of the Andean Development Corp.

Many of the disagreements, however, came into sharper focus two months later when the full draft of the subregional agreement was submitted to the respective governments. As private representatives, particularly in Venezuela, first analyzed and then questioned many aspects of the draft, the Mixed Commission meeting scheduled for Apr. 29 was postponed so that a committee of experts from the Andean Subregional Group could meet once again.

This session, held from June 3 to July 4, included meetings with private representatives in an attempt to reconcile existing differences. The draft which emerged from this meeting showed a definite weakening of the Colombo-Chilean position, as subregional sectoral planning and the harmonization of economic and social policies attained equal status with tariff liberalization and the common external tariff.

Agreement on harmonization

Much of the current optimism regarding Andean integration can be traced to the complete agreement among the experts on the harmonization of economic policies and the coordination of development plans.

Complementation agreements have been given strong and unanimous emphasis by members as a means of developing basic industries by providing a larger market than could any one member alone. The six member countries have a combined population of 60.5 million and a labor force of 18.5 million. Together they produce 80% of Latin America's petroleum, over 40% of its coal and over 50% of its iron ore. The members hope to devise an industrial development program restricted to the Andean countries, a concept which could raise serious problems within LAFTA.

In July, four of the six members (all but Ecuador and Venezuela) signed a complementation agreement in the petrochemical industry. The agreement, which has received LAFTA approval, includes 57 products, each of which is assigned for production in one or more of the participating countries. OAS officials estimate that the economies of scale made possible by regional specialization could result in a 75% reduction in refining and distribution costs. Andean group officials believe that about $70 million in mutual trade will be developed by 1970 in the products included in the agreement, although only one of the 57 products in currently produced in any of the participating countries.

At Cartagena in August, Chile proposed a second sectoral agreement in the metalworking industry. Discussion of the proposal will take place prior to resumption of the Mixed Commission meeting.

Tariff chapters controversial

Chapters of the draft agreement dealing with the elimination of tariff barriers among the six countries and with the common external tariff have been the most controversial. Periods of six, ten and twelve years for eliminating tariffs have been discussed, with Bolivia and Ecuador requesting special treatment for 17 years. With the exception of Colombia and Chile, the member countries see no need for tariff liberalization at this stage. They point out that manipulation of only one variable, namely tariffs, would not necessarily have the desired effect.

The "fear of the unknown" has unduly jeopardized negotiations among the Andean countries, causing some of them to insist on excessive safeguards. The "automatic, irreversible and universal" character of the proposed tariff liberalization procedure has been overstressed, since it would actually affect only a few products.

The various escape clause mechanisms, and the interpretation given to these in practice, will be of greatest importance when the provisions of the integration agreement take effect. In general, it seems likely that subregional sectoral development plans, to be worked out after the signing of the agreement, will be among the more important measures in the integration process.

To a large extent, the effectiveness of the proposed agreement will depend upon the way in which individuals, governments and business enterprises respond to the new situations and challenges which arise.

Licensees sought to produce items offered by European companies

Range of goods includes centrifugals for sugar industry, household refrigerators, freezers, electronic system

Manufacturers in Denmark and West Germany are seeking U.S. licensees to produce and distribute their products for the U.S. market.

Products offered are booms and jibs for mobile construction cranes, brewery, plastic raingutters, household refrigerators and deep freezers, electronic automation system, and centrifugals for the sugar industry.

For additional details and the name and address of the firm, **write** the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity.

• A Danish company is seeking a U.S. firm to produce its booms and jibs for mobile construction cranes under license agreement. The booms extend further than most others, and relative to their extremely light weight, can lift more than most.

Patents, which have been applied for, cover a special boom-head and erection gear for tower-crane attachments. The company has also developed special strain gauge instruments for testing of booms.

The firm is willing to send qualified technicians and floor foremen to the U.S. to help produce these items.

License agreements have been concluded in the U.K., and negotiations are well advanced in France. **File 1652.**

• A Danish manufacturer is offering to U.S. licensees its know-how in designing and producing household refrigerators, deep freezers, and combinations of the two.

Following are some of the characteristics of these units: **Household refrigerators:** capacities range from 2.8 cu. ft. to 14 cu. ft. The smallest works with electricity as well as bottle gas, while the other refrigerators are cooled by means of sealed compressors. A special advantage of some of these refrigerators is that temperatures under 0°F. are obtainable in the deep freeze compartment. **Combined refrigerators and deep freezers:** these are available either with 2.1 cu. ft. deep freeze capacity and 5 cu. ft. refrigerator capacity or 5.6 cu. ft. deep freeze and 7 cu. ft. refrigerator capacity. The advantages of these combined units are that they are operated by means of a single compressor, and the refrigerator has a completely automatic defrosting cycle. **Upright deep freezers:** these are available in sizes ranging from 4.4 cu. ft. to 13 cu. ft. **Chest freezers:** these are available in sizes ranging from 5.6 cu. ft. to 14 cu. ft.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

The refrigerators and freezers have neat appearance with a relatively modest requirement in production machinery, tooling and labor. **File 1653.**

• A Danish firm is interested in licensing a U.S. company to produce its standardized electronic control system for industrial automation, including machine tool, chemical, and process automation, its relevant programming systems, and training and planning aid.

The system consists of an electronic control unit which can be transferred from machine to machine for short or long run production or processing. Program changes can be made in a few minutes on the basis of local knowledge of the controlled machinery. No electrotechnical or mathematical expertise is required in the programming, which is set up from program charts based on pure logic and simple number-to-number system. **File 1654.**

• A Danish company is offering U.S. licensees the tooling and relevant know-how to produce extruded plastic rain gutters.

The guttering is made of hard PVC in three colors. Since the gutter hangers are covered by a patented beading which forms a strong continuous front edge, there is no need for clips. The material resists destructive atmospheric elements, especially rust. **File 1655.**

• A Danish manufacturer would like to design a lager beer brewery plant and furnish know-how in the production of the beverage to a U.S. licensee.

The company can arrange for training of key personnel of the prospective licensee at a plant in Denmark. **File 1656.**

• A West German manufacturer of industrial machinery is seeking a U.S. licensee to produce its centrifugals used in the manufacture of sugar.

These centrifugals are designed for continuous day and night operation, with the flow of massecuite so automatically controlled that one man can operate at least ten machines.

Incorporated into the design of the centrifugals is a combination of basket diameter and rotation speed which result in vibration-free operation. The grooved, non-perforated acceleration cups insure an even spread and correct distribution of the highly viscous massecuites. This "no screen" technique also insures that no sugar crystals are subjected to destructive friction, and special seals prevent molasses from entering the sugar compartment. **File 1657.**

Five British firms want U.S. licenses to produce goods

Licenses to manufacture special purpose machinery, materials handling equipment, process controls, and electronic warning systems, are sought by five British companies.

To obtain further details about these opportunities interested U.S. firms should write the British manufacturers.

● A British firm engaged in the manufacture of specialized machinery for the processing of sheet steel and tin plate seeks licenses. The company is interested in producing special purpose machinery which could be made with its existing facilities or which would require additional capital expenditure.

Currently, the British concern makes steel drum, tin box, automobile muffler and screw cap machinery and power presses. It is a subsidiary of a diversified holding company.

Write: Moon Brothers Ltd., Beaufort Road, Birkenhead, England. WTD.

● A British firm engaged in the design, manufacture and installation of steel structures and materials handling equipment seeks licenses to make allied equipment.

Products of particular interest include materials handling, processing and storage apparatus, screening equipment, mobile conveyors, parcel and package handling conveyors, specialized steel buildings and materials handling equipment.

Write: McKenna and Sons Ltd., "M-One" Works, Barrow Road, Wincobank, Sheffield 9. WTD.

● A British manufacturer of industrial controls, systems and machinery seeks licenses to make related products, particularly those which could be assembled on a small production line with a capacity up to 400 units per week.

Currently, the firm's product line includes industrial process controls, automotive service equipment, electrical, mechanical, pneumatic and hydraulic systems and static switching, special purpose machines and devices. It also manufactures and exports magnetic wire.

Write: F. D. Sims Ltd., Hazelhurst Works, Ramsbottom, via Bury, Lancashire. WTD.

● Licenses to manufacture equipment within the fields of fabricated platework, special purpose lifting machinery, precision fabrications and special purpose machinery are sought by a British company.

The British firm currently produces machinery for the packaging, plastic, food, electronics and chemical processing industries. It is also engaged in the manufacture of test equipment for the electronics industry.

A representative of the firm, R. D. Lee, plans to visit the U.S. next month and will be in Chicago from October 5 through 19. He will be glad to discuss licensing agreements with interested firms. To arrange appointments with Mr. Lee contact the British Consulate General, 33 North Dearborn St., Chicago, Ill. 60602.

The name and address of the British firm is W. & E. Moore (Rayleigh) Ltd., Arterial Road, Rayleigh, Essex. WTD.

● A British manufacturer of electronic control systems, radio telephone apparatus and warning beacons seeks licenses to make technologically advanced warning and alarm systems.

The London firm is interested in producing safety and security systems utilizing electronic, radio or sonic devices for use by transportation vehicles and industrial enterprises to give warning of or prevent accidents, hazards or criminal acts.

The company also wants to manufacture oceanographic, meteorological and other natural environment measuring devices and warnings systems applied to hazards arising from storms and floods. Other areas of interest include systems employing physical sensors, radio, underwater and buoy technology.

Write: Ultra Electronics Ltd., Western Ave., Acton, London, W.3., England. WTD.

Investment incentives offered by B. Honduras

The Government of British Honduras is seeking investment in a wide range of tourist facilities in order to improve hotel services and recreational activities of the country. Hotels, motels, lodges, entertainment facilities, catering and other allied services are particularly desired.

A variety of incentives, including tax holidays, duty free importation of equipment and building materials and site selection assistance, are offered by the Government. Both specific and extended risk investment guaranties are available from the U.S. Government.

A leaflet on these tourism opportunities is available from the Secretary, Tourist Board, Belize City, British Honduras.

Argentine based firm wants food processing venture

A medium-sized corporation engaged in the processing and canning of vegetable and meat products, and the processing of bottling milk, is looking for collaboration with a U.S. firm in the expansion of their commercial and industrial activities.

The firm maintains two plants located in San Nicolas, Province of Buenos Aires and Arroyo Seco Province of Santa Fe.

Write: Mr. Daniel C. Tubia, Managing Director, Cavalli Industries Alimenticias S.A.I.C. y F., Cayetano Cavalli y Colon, San Nicolas, Buenos Aires.★ WTD.

French firm seeks licenses to produce aircraft parts

Licenses to manufacture filters and circulation equipment for light aircraft are sought by a French company.

Currently, the firm produces precision equipment for the aviation and automotive industry such as fuel filters, clapper and gate valves, flow regulators, flexible connectors, and circulation components.

The firm reports annual sales of over $4.5 million and has about 200 employees.

Write: Mr. Louis Le Bozec, Mgr., Ets. Le Bozec & Gautier, 28 Rue Carle Hebert, 92-Courbevoie. WTD.

License to make furnaces sought by Paris firm

A French manufacturer of vacuum machinery for laboratory and industrial use seeks a license to produce high temperature industrial vacuum furnaces up to 2400°F with fast cooling systems.

The company employs about 120 and reports annual sales of about $5 million.

Write: Mr. R. Carriere, Managing Director, Societe d'Etudes et d'Application Vide, Optique, Mecanique (SEAVOM), 30 rue Raspail, 95 - Argenteuil, Paris, France. WTD.

Thai firm desires know-how to make prefabricated walls

A Thailand import and export company is seeking a license from an American firm for machinery and know-how to manufacture prefabricated walls for houses.

The firm is planning a low cost housing project of 1,000 two story brick homes outside Bangkok using local materials.

Write: Mr. Pramai Srastisinha, Phettongkam Co., Ltd., 786 Phanurangrsi Road, P.O. Box 1153, Bangkok. WTD.

World Trade Opportunities

Greece calls for bids to construct, operate underground garage

The Municipality of Athens invites tenders for the construction and operation of an underground garage, which would cover an area of about 110,000 sq. ft. and accommodate a minimum of 700 cars, under one of the city's central squares (Klafthmonos Square).

The tender is open to local, U.S. and foreign firms, provided they are associated with a local contractor firm (a trade list entitled "Architects, Builders, Contractors and Engineers—Greece," is available from the Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230 for $1).

In addition to various documents, bidders are required to deposit together with their proposals a participation bond in the form of a bank letter of guarantee for 3,500,000 drachmas ($116,667), to be released as soon as the successful bidder is selected. The latter's participation bond will be replaced by a performance bond for an equal amount.

The contractor will be required to construct and operate the garage at his own expense or by sublease to a third party for a number of years, paying to the Municipality a rental.

Bidders should state in their proposals the number of years they plan to operate the garage and the rental they would be willing to pay to the Municipality. Bids will be evaluated on the basis of engineering plans submitted by the bidders, the proposed number of years, the amount of rental, and other conditions contained in each tender in accordance with bid terms.

Bids must be submitted by Oct. 23, to: Municipality of Athens, Directorate General of Engineering Services, Department of Architecture, Kotzia Square, Athens.

Sets of tender documents, specifications, and a plan of the site are available from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230.

Brazilian concern needs distribution transformers

Sealed bids will be received by the Companhia Auxiliar de Empresas Electricas Brasileiras (CAEEB) at the office of its Coordenador de Compras, Ave. General Justo, 171 Sobreloja, ZC-39, Rio de Janeiro, GB, Brazil, until 14:00 hours (local time) on Nov. 11, for the furnishing and delivery of distribution transformers as described in CAEEB Specifications Nos. BX-A-11566-R, BX-A-11583-R and BX-A-11584-R, required for the expansion of the subtransmission and distribution systems of four electric utility companies represented by CAEEB.

Bids must be submitted strictly in accordance with the instructions and specifications prepared by CAEEB, and on forms furnished by the same. These instructions, specifications and forms, which comprise the bidding documents, will be available in both Portuguese and English and may be obtained only at the above address not later than 30 days after the publication of this invitation for bids, upon request to the Coordenador de Compras, accompanied by a non-refundable payment of 30 new cruzeiros (U.S. $1 = 3.20 NCr) per set of documents in the two languages.

A bid guarantee of no less than 5% of the value of the proposed material up to a limit of 440,000 new cruzeiros (NCr $440.000,00) or the equivalent in foreign currency, must accompany each bid.

Korea needs various types of equipment

Korea is offering a tender for 36 items in various categories and quantities including: dryer; automatic knife grinder; lathe; metal cutting machines; thermometers; calculators; chest X-ray apparatus; drop and hardness testers; moisture and PH meters; incubator; autoclaves; distillation apparatus; resistance and photosynthesis meters; vacuum pump; densimeter; dry ovens and dehumidifiers; meteorological recorder; infra-red analyzer; projector, camera, and recorder; elevator for hospital use.

The Tender No. is KFX-8133-S and the bid deadline is Oct. 15.

Bids should be submitted to the Office of Supply, Government of the Republic of Korea, Seoul, Korea.

Tender documents are available on loan to firms located in the U.S. from the Scientific and Business Equipment Division, BDSA-653, Room 4114, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-2939.

Kuwait announces bids for four TV transmitters

The Ministry of Guidance and Information, has issued Tender No. 2-68/69, for the supply and installation of four television transmitters.

Bid deadline is Nov. 17.

Bid should offer four 10 kw. television transmitters on Failaka Island, Kuwait. The prime contractor is to complete the project on a turn-key basis. Document fee is KD 50 ($120). Initial deposit: KD 15,000 ($36,000). Bids must be submitted through a Kuwaiti agent.

Copies of tender announcement and specifications are available only from the Central Tenders Committee, Kuwait, State of Kuwait. Telephone: 202-967-4823.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Brazil invites bids for cables, conductors, other electrical equipment

Sealed bids will be received by the Companhia Auxiliar de Empresas Electricas Brasileiras (CAEEB) at the office of its Coordenador de Compras, Avenida General Justo, 171 sobreloja, ZC-39, Rio de Janeiro, GB, Brazil, until 14:00 hours (local time) on Nov. 4, for the furnishing and delivery of conductors, steel cables, connectors, clamps, tools and installation accessories, as described in CAEEB Specifications Nos. BX-A-11589-R, BX-A-11590-R, BX-A-11588-R, BX-A-11585-R, BX-A-11587-R, BX-A-11687-R, BX-A-11593-R and BX-A-11574-R, required for the expansion of the subtransmission and distribution systems of four electric utility companies represented by CAEEB.

Bids must be submitted strictly in accordance with the instructions and specifications prepared by CAEEB, and on forms furnished by the same. These instructions, specifications and forms, which comprise the bidding documents, will be available in both Portuguese and English and may be obtained only at the above address not later than 30 days after the publication of the invitation for bids, upon request to the Coordenador de Compras, accompanied by a non-refundable payment of 110 new cruzeiros (U.S. $1 = 3.20 NCr) per set of documents in the two languages.

A bid guarantee of no less than 5% of the value of the proposed material up to a limit of 1,980,000 new cruzeiros (NCr $1.980.000,00) or the equivalent in foreign currency, must accompany each bid.

Please refer to Bid #22 when requesting information on the above project.

Hong Kong to buy cisterns and plumbing fixtures

The Government of Hong Kong invites bids on the supply of the following separate bid items:

22,600 plastic W. C. cisterns, with shell and cover, of two gallons (IMP) capacity, conforming to BSS:1125:1959. (Stores U-52258).

250 urinal stalls; 90 overlap facings of various sizes; 300 urinal outlet gratings; and 75 flush pipes with spreader and wall clip (Stores U-52260).

Bid deadline on both tenders is Oct. 18.

Tenders are accepted only through Hong Kong agents or by the Crown Agents, London (office at 3100 Mass. Ave., NW., Washington, D.C. 20008). For local agents, please contact any of the 42 U.S. Department of Commerce Field Offices. (See article on Hong Kong tender practices on p. 27, INTERNATIONAL COMMERCE, Feb. 12).

Sets of the specifications, terms, and conditions are available from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

World Trade Opportunities Continued through page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-618, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

012 Fruit, tree nut, vegetable farms

ENGLAND—Okra, fresh, in quantities of two to three tons weekly; other fresh vegetables. Cyprus Produce and Production Co. (sales agent, importer), 14 Earlham St., Cambridge Circus, London, W.C.2. WTD 7/67.

201 Meat products

JAPAN—Animal glands, fat perfectly removed, freshly frozen at slaughterhouse so that hormones are preserved for later extraction; specifically parotid, pituitary gland and submaxillary gland (beef origin); pancreas (pork origin), calf liver, calf thymus. Byron Industries Ltd. (importer, exporter, wholesaler), Kinsan Bldg., 5 Nihonbashi Muromachi 4-chome, Chuo-ku, Tokyo 103. WTD 8/68.

202 Dairy products

MALAWI—Condensed milk, canned, up to 14 oz. can. Price lists, labels requested. Noor Agencies (wholesaler), P.O. Box 525, Livingstone Ave., Limbe. WTD 8/68.

203 Canning, preserving food

GERMANY—Dried fruit of all kinds. Requests price quotations. Direct purchase and agency. Fritz Fuhrmann (importer, wholesaler, manufacturer), 9-11 Wriezener Str., 1 Berlin 65. WTD 9/68.

NETHERLANDS—Canned salmon, other food preserves salable through retailers, department stores, supermarkets. Direct purchase and exclusive representation. Handelsonderneming Scope (importer, agent, wholesaler), P.O. Box 1218, Amsterdam. WTD 12/67.

207 Confectionery

MALAWI—Chocolate, candies, chewing gum. Samples, wrappers, price lists requested. Noor Agencies (wholesaler), P.O. Box 525, Livingstone Ave., Limbe. WTD 8/68.

209 Food preparations

JAPAN—Chicken powder of 150 to 200 mesh screen, free of impurities, white in color, delicious to the taste. Used for manufacture of bakery products. Nissin Trading Co., Ltd. (importer, exporter, wholesaler), 69 Onoe-cho 5-chome, Naka-ku, Yokohama. WTD 9/68.

MALAWI—Dried baking yeast, ¼ lb packages. Sample pack requested. Noor Agencies (wholesaler), P.O. Box 525, Livingstone Ave., Limbe. WTD 8/68.

PORTUGAL—Soybean cakes, meal. Sociedade de Farinhas Alimentares para Animais Safal, Lda. (processor), S. Joao da Talha, Sacavem. WTD in preparation.

220 Textile mill products

● **NEW ZEALAND**—Approx. 87,900 yds. of calico, 5,230 yds. of canvas duck, 13,600 yds. of casement cloth, 8,200 yds. of cellular cotton, 49,900 yds. of drill, 60,000 yds. of flannelette, 1,040 yds. of mosquito netting, 37,800 yds. of pillow cotton, 125,620 yds. of sheeting, 73,100 yds. of swansdown, 41,900 yds. of towelling, 7,340 yds. of winceyette, 322,800 yd. reels of tape, 4,294 doz. bath towels, and 8,216 counterpanes marcella. Bid deadline 12 noon, Nov. 1.

Bids should be sent to Tender S2727-Textiles, The Supply Officer, Auckland Hospital Board, P.O. Box 5546, Auckland 1.

Tender documents available from Office of Textiles, U.S. Department of Commerce, Room 5026, Washington, D.C. (Telephone 202-967-5238).

221 Broad woven fabric mills, cotton

IVORY COAST—All types of cotton fabrics. Samples desired. Requests replies in French. Quotations c.i.f. Abidjan. M. Hamid Lazarak (importer), Etablissements H.B.M. Tahiri, BP. 49, Abidjan. WTD 5/67.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRIA—Artificial leather for upholstering purposes. Direct purchase and agency. Requests replies in German. Kevta, reg. Gen.m.b.H. (wholesaler, manufacturers' representative), Ebentaler Strasse 5, P.O. Box 166, A-9010 Klagenfurt. WTD 9/68.

IVORY COAST—All types manmade fabrics. Samples desired. Quotations c.i.f. Abidjan. Requests replies in French. M. Hamed Lazarak (importer), Etablissements H.B.M. Tahiri, BP. 49, Abidjan. WTD 5/67.

229 Textile goods

AUSTRIA—Textile materials for upholstering purposes. Direct purchase and agency. Requests replies in German. Kevta, reg. Gen.m.b.H. (wholesaler, manufacturers' representative), Ebentaler Strasse 5, P.O. Box 166, A-9010 Klagenfurt. WTD 9/68.

231 Men's, youths', boys' suits, coats, overcoats

SWEDEN—Sport coats. Direct purchase and agency. Kravattfabriken Peer AB (manufacturer), 18 Domargrand, S-126 61 Hagersten. WTD 9/68.

232 Men's, youths', boys' furnishings, work clothing

SWEDEN—Leisure garments; sport shirts, shorts. Direct purchase and agency. Swegra Forsaljning, Lars Svard (agent, importer), Box 9022, S-800 09 Gavle. WTD 8/68.

Sport trousers and separate trousers in wool, polyester. Direct purchase and agency. Kravattfabriken Peer AB (manufacturer), 18 Domargrand, S-126 61 Hagersten. WTD 9/68.

242 Sawmills, planing mills

SWEDEN—Spruce for sailboat masts, 21-24' x 6½-8" x 1½", 17-20' x 6" x 1¼". AB Broderna Claesson (manufacturer), ABC Fabrikerna, S-442 00 Kungalv. WTD 4/68.

254 Partitions, shelving, lockers, office, store fixtures

SWITZERLAND—Warehouse metal fixtures, partitions, shelving. Direct purchase and agency. Strobel AG (manufacturer), Hochmatt, 4616 Kappel. WTD in preparation.

264 Converted paper, paperboard products

BELGIUM—Films for laminating, acetate, polypropylene or special. Plastibook p.v.b.a. (manufacturer, importer, exporter), Torhoutsesteenweg 376, St. Michiels, Brugge. WTD 9/68.

SWEDEN—Stationery, personal, decorative; desk pads; memorandum books; note books; tablets and parts; sketching pads; school supplies. Direct purchase and agency. Wezata-Melins AB (manufacturer, importer, exporter), Box 5057, S-402 22 Goteborg 5. WTD 9/68.

275 Commercial printing

SWEDEN—Playing cards. Direct purchase and agency. Wezata-Melins AB (manufacturer, importer, exporter), Box 5057, S-402 22 Goteborg 5. WTD 9/68.

278 Bookbinding industries

SWEDEN—Telephone registers; albums, photographic, others; scrapbooks; loose leaf binders. Direct purchase and agency. Wezata-Melins AB (manufacturer, importer, exporter), Box 5057, S-402 22 Goteborg 5. WTD 9/68.

281 Industrial chemicals

BRAZIL—Phthalocyanine crude, xylene, cresylic acid, vinyl acetate. Inpal S.A. Industrias Quimicas (importer, manufacturer, wholesaler), Rua Alcino Guanabara 24, grupo 809, Rio de Janeiro, GB. WTD 7/68.

KOREA—Fuel oil additives, lube oil additives. Direct purchase and agency. The Parks Industries, Inc. (sales agent, importer), I.P.O. Box 2084, Seoul. WTD 8/68.

282 Synthetic materials

GERMANY—Cellulose transparent film in rolls for packaging purposes. Requests price quotations c.i.f. European ports. Adolf Binte & Co. (manufacturer, wholesaler, exporter), 52 Siegburg, Alleestrasse 27-27a. WTD 9/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

NETHERLANDS—Complete line of cosmetics such as lotions, oils, creams, other products salable in drugstores. Direct purchase and exclusive representation. Interested American suppliers must be prepared to give necessary advertising support. A.C.F. Farmaceutische Groothandel N.V. (importer, wholesaler, manufacturer), 82 de Wittenkade, Amsterdam. WTD 4/67.

285 Paints, varnishes, lacquers

MALAWI—Spray-paints, all colors, hand use. Catalogs, price lists requested. V. J. Paint & Hardware Stores Ltd. (retailer), P.O. Box 248, Glyn Jones Rd., Blantyre. WTD 8/68.

287 Agricultural chemicals

● **IVORY COAST**—Calcinated kaserite, 60 metric tons, 96 to 98% $MgSO_4$; urea, 360 metric tons, 46% N; and potassium chloride, 510 metric tons, 60% K_2O. Tender No. SOD-15. Bid deadline, Nov. 1.

Bids to be submitted by registered mail in French to M. Le Directeur de la Sode Palm, BP.2049, Abidjan.

Tender documents may be obtained at the Embassy of Ivory Coast, 2424 Mass. Ave., Washington, D.C. 20008.

289 Chemical products

BRAZIL—Sodium chloride. Inpal S.A. Industrias Quimicas (importer, manufacturer, wholesaler), Rua Alcindo Guanabara 24, grupo 809, Rio de Janeiro, GB. WTD 7/68.

316 Luggage

MALAWI—Strong suitcases. Noor Agencies (wholesaler), P.O. Box 525, Livingstone Ave., Limbe. WTD 8/68.

319 Leather goods

SWEDEN—Matching desk sets. Direct purchase and agency. Wezata-Melins AB (manufacturer, importer, exporter), Box 5057, S-402 22 Goteborg 5. WTD 9/68.

331 Steel mill products

● **MALAWI**—Welded steel piping, 42,000 linear feet, 6" diameter, to B.S.S. 1387/1957, in 20 feet lengths complete with socket, internally coated; reciprocating hand pumps, 303, for a maximum duty of 150 feet total head, suitable for connection to 2" bore rising main and ⅝" diameter pump rods; galvanized welded steel pipe, 39,000 feet, to B.S.S. 1387/1957, 2" nominal bore, medium screwed and socketed in 10 feet lengths; galvanized solid steel pump rods, 39,000 feet, ⅝" outside diameter, in 10 feet lengths; screwed both ends and complete with one galvanized connector and two locknuts.

Tender #664; bid deadline Oct. 11. Chief Agricultural Development Officer, Private Bag, Lilongwe.★ (Telephone: 202-967-2364).

Steel nails. V. J. Paint & Hardware Stores Ltd. (retailer), P.O. Box 248, Glyn Jones Rd., Blantyre, Malawi. WTD 8/68.

335 Rolling, drawing, extruding of nonferrous metal

● **THAILAND**—All aluminum cable, bare, 19 strand, 100,000 meters.

Tender No. MEA-PSD-136, bid deadline Nov. 1. Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok.★ (Telephone 202-967-4579).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 20212, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4450.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3245.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6544.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

342 Cutlery, handtools, general hardware

MALAWI—Hand and edge tools for carpentry, general maintenance, auto maintenance. V. J. Paint & Hardware Stores Ltd. (retailer), P.O. Box 248, Glyn Jones Rd., Blantyre. WTD 8/68.

344 Fabricated structural metal products

SWITZERLAND—Steel and metal structures and frames for construction industry, architectural metal work, metal molds, shapes for concrete, cement. Direct purchase and agency. Strobel AG (manufacturer), Hochmatt, 4616 Kappel. WTD in preparation.

349 Fabricated metal products

SWEDEN—Solenoid valves; air, water, steam and oil, 0-10 atmosphere gauge, preferably passage valves with pipe connections ⅛"-2" and three-way valves with connections ⅛"-½". Direct purchase and agency. AB D. J. Stork (manufacturer, agent, importer), 8 Hollandargatan, S-111 36 Stockholm. WTD 9/68.

353 Construction, mining material handling machinery, equipment

● **TURKEY**—Fifteen fork-lift trucks, each battery powered, 1500 kilograms load capacity, three meters fork lifting height, small turning radius, and with a maximum overall clearance height of 181 cm; and eight battery charger rectifiers for eight hour full charging storage batteries for fork-lift trucks mentioned above.

Bid deadline Oct. 11. English tender documents available for $7.50 from the Modern Translation Co., Karanfil Sokak 49/1, Ankara.

354 Metalworking machinery

SOUTH AFRICA—Small electric hand tools; 220 volt; 50 cycle. Harold J. Drinn (Pty.) Ltd. (importing distributor), P.O. Box 560, Durban, Natal. WTD 8/68.

SWEDEN—Metal cutting, forming machine tools. Agency and direct purchase. Svenska Maskinaffaren AB (agent, distributor), Postgatan 3, S-331 00 Varnamo. WTD 1/68.

Hydraulic, pneumatic tools. Direct purchase and agency. Huddinge Mekaniska Verkstad AB (manufacturer, retailer), 13 Berghomsvagen, S-141 44 Huddinge. WTD 8/68.

355 Special industry machinery

PORTUGAL—Small capacity machinery for production of bottled soft drinks. C. de Vasconcelos (Herdeiros), Lda. (importer, retailer, distributor), Caixa Postal 4, Praia-Cape Verde. WTD in preparation.

Butter packaging machines; bagging machines for potato chips. ESCOL-Escritorio de Comercio Geral Lda. (importer, agent, wholesaler), Rua de Sa Bandeira, 510, Oporto. WTD in preparation.

SWEDEN—Printing presses, other printing equipment. Direct purchase and agency. Cordial, G. Carleborg (agent, distributor, importer), 24 Tradgardsgatan, S-172 38 Sundbyberg. WTD 9/68.

356 General industrial machinery

● **MALAWI**—303 reciprocating hand pumps suitable for a maximum duty of 150 ft. total head. Tender No. 664, bid deadline Oct. 11. Chief Agricultural Development Officer, Private Bag, Lilongwe.★ (Telephone: 202-967-5585).

Simple hand water pumps. Catalog, price list requested. V. J. Paint & Hardware Stores Ltd. (retailer), P.O. Box 248, Glyn Jones Rd., Blantyre. WTD 8/68.

SWEDEN—Air purification equipment. Direct purchase and agency. Billman-Regulator AB (manufacturer, agent, exporter, importer), Elektronvagen, S-141 87 Huddinge. WTD 9/67.

357 Office machines

SWEDEN—Language laboratories, other electronic teaching systems. Agency and direct purchase. P.A. Atterbom & Co. AB (agent, wholesaler), P.O. Box 206, S-434 00 Kungsbacka. WTD 9/68.

358 Service industry machines

● **MALAYSIA**—Supply and installation of air conditioning and/or plumbing and fire protection at radio house and large auditorium, Malaysian Broadcasting Center.

Tender No. B15/229/Q6/Pt.4, bid deadline Oct. 16. N.J. Pappas and Associates, c/o Television Malaysia, Bukit Putri, Kuala Lumpur.★ (Telephone: 202-967-5585).

PORTUGAL—Commercial fry cooker for automatic production of potato chips. ESCOL-Escritorio de Comercio Geral, Lda. (importer, agent, wholesaler), Rua de Sa da Bandeira, 510, Oporto. WTD in preparation.

SOUTH AFRICA—Home air conditioners; 220 volt, 50 cycle. Harold J. Drinn (Pty.) Ltd. (importing distributor), P.O. Box 560, Durban, Natal. WTD 8/68.

SWEDEN—Coin operated food vending machines. Agency and direct purchase. P.A. Atterbom & Co. AB (agent, wholesaler), P.O. Box 206, S-434 00 Kungsbacka. WTD 9/68.

Water cleaning equipment. Direct purchase and agency. Billman-Regulator AB (manufacturer, agent, exporter, importer), Elektronvagen, S-141 87 Huddinge. WTD 9/67.

359 Machinery

GERMANY—Compressed air cylinders, compressed air controls equipment. Metalwerke Speyer Kraus & Voelkel (manufacturer, distributor), 6720 Speyer, Franz Kirrmeier Str. 17. WTD 8/68.

361 Electrical machinery

● **PERU**—Supply of 24,000 single phase meters, 225 V., 60 cy., nominal intensity 5A (20A); 10,000 three phase meters, 3 x 225 V., 60 cy., nominal intensity 25A (75). Bid deadline Oct. 24. Financed by IRD bank.

Tender documents in English. Correspondence preferred in Spanish. Lima Light and Power Co., Servicios de Compras, Oficina 308, Veracruz 261, Casilla 1384, Lima.★ (Telephone: 202-967-2939.)

362 Electrical industrial apparatus

NETHERLANDS—Logic circuits, AC and DC converters, frequency converters and 3-pole converters. Direct purchase and exclusive representation for Benelux countries. Brinkman & Germeraad N.V. Electrotechnische Handelmaatschappij (manufacturer, importer, exporter), 5 Stationsstraat, Velp. WTD 4/67.

363 Household appliances

GERMANY—Dishwashing machines, household type, other electric household appliances. Viacote, Heinz Friedrich Erlemann (manufacturer, distributor), 6216 Hahn, Postfach 45. WTD 9/68.

MALAWI—Simple kerosene cooking stoves, one, two and three burners. Noor Agencies (wholesaler), P.O. Box 525, Livingstone Ave., Limbe. WTD 8/68.

SOUTH AFRICA—Household refrigerators, especially refrigerator/freezer combinations; must be over 14 cu. ft. capacity; small household appliances such as fans, food mixers. All for 220 volts 50 cycles. Harold J. Drinn (Pty.) Ltd. (importing distributor), P.O. Box 560, Durban, Natal. WTD 8/68.

364 Electric lighting, wiring equipment

SOUTH AFRICA—Incandescent electric lighting fixtures: commercial, institutional, residential; 220 V., A.C. Illustrated catalogs, price sheets requested. Electrical & Hardware Distributors (Pty.) Ltd. (importing distributor), P.O. Box 3862, Cape Town, Cape Province. WTD in preparation.

365 Radio, television receiving sets

SWEDEN—Coin operated phonographs; juke boxes; other music distribution apparatus. Agency and direct purchase. P.A. Atterbom & Co. AB (agent, wholesaler), P.O. Box 206, S-434 00 Kungsbacka. WTD 9/68.

367 Electronic components, accessories

GERMANY—Process computers (an electronic component which is inserted into electronic measuring systems). Requests price quotations f.o.b. American ports. Direct purchase and agency. Rohde & Schwarz Vertriebs-GmbH (importer, wholesaler, sales agent), 5 Koeln a. Rh., Hohe Strasse 160-168. WTD 9/68.

NETHERLANDS—Highly sophisticated types of transistors, resistors; integrated circuits. Electhermo Amsterdam N.V. (importer, manufacturer), 695 Keizersgracht, Amsterdam. WTD 4/67.

SWEDEN—Electronic components, connectors, for professional and entertainment equipment in military, civilian applications. Direct purchase and agency. Svenska Telekonbolaget (agent, distributor, importer). 40 Nordmarksvagen, S-123 51 Farsta. WTD 9/67.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

371 Motor vehicles, motor vehicle equipment

AUSTRALIA—Automatic gear box parts, automatic transmission parts. Gear box parts should be for tractors, bulldozers, graders. Automatic Transmissions Pty. Ltd. (repair, installation work), 534 Stanley St., S. Brisbane, Queensland 4101. WTD in preparation.

374 Railroad equipment

SWEDEN—Railroad equipment; railroad wagons. Direct purchase and agency. Sicab, Swedish Import Contact AB (agent, importer, engineering services), 33 Kungsgatan, S-111 56 Stockholm. WTD 9/68.

381 Engineering, Laboratory, Scientific, research instruments

● **ARGENTINA**—Supply of various instruments for radio and telephone communications laboratory for Government-owned electric utility. Tender No. 2880, bid deadline Oct. 14.

Copies of conditions and complete technical specifications available, at 50,000 Argentine pesos (350 Argentine pesos=U.S. $1), from Segba, Balcarce 184, Room 44, Buenos Aires.

● **PAKISTAN**—Supply of 22 parallelograms; eight shear legs; eight reaction of beams apparatus; 16 fly wheels. Tender No. S-9/261/SCI/65-66/IDA/MK, bid deadline Nov. 2.

Procurement will be financed by IDA credit 49-Pak. Directorate of Supply. Government of East Pakistan, 48 Motijheel Commercial Area, Dacca 2.★ (Telephone: 202-967-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Room thermostats equipped with two extra switches for central heating. Direct purchase and exclusive representation for Benelux countries. Brinkman & Germeraad N.V., Electrotechnische Handelmaatschappij (manufacturer, importer, exporter), 5 Stationsstraat, Velp. WTD 4/67.

PORTUGAL—Spring testing machines. Direct purchase and agency. Sociedade Comercial Romar, Lda. (importer, dealer, distributor), Rua da Boa Vista 83-1°-Dto., Lisbon. WTD 11/67.

SWEDEN—Sound and vibration damping devices. Direct purchase and agency. Akustikproduter AB (manufacturer, agent, distributor, importer, exporter), 50 Atterbomsvagen, S-112 57 Stockholm. WTD 8/68.

384 Surgical, medical, dental instruments

JAPAN—Adhesive bandage which consists of sterilized gauze, adhesive plaster. Mita Pharmaceutical Co., Ltd. (manufacturer), 885 Inami, Inami-cho, Higashi-Tonami-gun Toyama Prefecture. WTD 7/68.

394 Toys, amusement, sporting, goods

IRELAND—Toys, all types. Direct purchase and agency. Barclays (Ireland) Ltd. (importing distributor), 23 Eustace St., Dublin 2. WTD 9/68.

SWEDEN—Puzzles, educational toys. Direct purchase and agency. Wezata-Melins AB (manufacturer, importer, exporter), Box 5057, S-402 22 Goteborg 5. WTD 9/68.

395 Pens, pencils, office, artists' materials

SWEDEN—Magic markers; sketch boxes; school supplies. Direct purchase and agency. Wezata-Melins AB (manufacturer, importer, exporter), Box 5057, S-402 22 Goteborg 5. WTD 9/68.

399 Manufacturing industries

SWEDEN—Coin operated amusement machines, all kinds. Agency and direct purchase. P.A. Atterbom & Co. AB (agent, wholesaler), P.O. Box 206, S-434 00 Kungsbacka. WTD 9/68.

504 Groceries

HAITI—Pear, peach, apricot concentrates. General Trading Co. S.A. (agent, importer, wholesaler), P.O. Box 647, Port-au-Prince. WTD 8/67.

505 Farm products—raw materials

PORTUGAL—Sorghum. Sociedade de Farinhas Alimentares para Animais Safal, Lda. (processor), S. Joao da Talha, Sacavem. WTD in preparation.

508 Machinery, equipment, supplies

BELGIUM—Machinery for recapping and vulcanizing tires. Direct purchase and agency. Etablissements Hinsenkamp S.A. (agent, importer), 137 Dreve Pittoresque, Brussels. WTD 9/68.

509 Wholesalers

MALAWI—Regular supplies of men's second-hand suits, jackets, pants, overcoats. Noor Agencies (wholesaler), Livingstone Ave., P.O. Box 525, Limbe. WTD 8/68.

732 Consumer credit reporting agencies

HONDURAS—Credit and general information on Honduran firms. Accepts adjustment cases, except insurance. Mr. J. Humberto Molina, Honduras Adjustment & Credit Bureau, P.O. Box 552, San Pedro Sula. WTD 9/68.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

ENGLAND—All varieties of whole frozen fish, fish fillets, shellfish. Len Kemp Ltd. (wholesaler), Murray St., Fish Docks, Grimsby, Lincolnshire. WTD 9/68.

221 Broad woven fabric mills, cotton

FRANCE—Cotton broad woven goods; cottonades. Emile Segard & Devilder (importer, dealer), 19, Rue Eugene-Jacquet, 59 Lille. WTD 8/68.

222 Broad woven, fabric mills, manmade fiber, silk

FRANCE—Manmade fiber broad woven fabrics; silk broad woven fabrics. Emile Segard & Devilder (importer, dealer), 19, Rue Eugene-Jacquet, 59 Lille. WTD 8/68.

223 Broad woven fabric mills, wool

FRANCE—Wool broad woven fabrics. Emile Segard & Devilder (importer, dealer), 19, Rue Eugene-Jacquet, 59 Lille. WTD 8/68.

225 Knitting mills, products

FRANCE—Knit fabrics of all materials. Emile Segard & Devilder (importer, dealer), 19, Rue Eugene-Jacquet, 59 Lille. WTD 8/68.

281 Industrial chemicals

VENEZUELA—Heavy chemicals. Agency for Caracas, western, eastern states of Venezuela. Hans U. Hoefft "Drogueria Mapri" (importer, distributor, sales agent), Calle La Linea, Prado de Maria, Caracas, or: Apartado No. 7646, Caracas. WTD 9/68.

283 Drugs

ARGENTINA—Medicinal chemicals. Exclusive representation. Ing. Carlos Jose Mayer (sales agent), Rio de Janeiro 542, 1° Piso "D", Buenos Aires. WTD 12/67.

IRELAND—Pharmaceutical, veterinary pharmaceutical preparations. Grafton Importers Ltd. (manufacturer), 4 Beresford Place, Dublin 1. WTD 8/68.

VENEZUELA—Fine chemicals, raw materials for pharmaceutical industry. Agency for Caracas, western, eastern states of Venezuela. Hans U. Hoefft "Drogueria Mapri" (importer, distributor, sales agent), Calle La Linea, Prado de Maria, Caracas, or: Apartado No. 7646, Caracas. WTD 9/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

IRELAND—Perfumes, cosmetics, other toilet preparations. Grafton Importers Ltd. (manufacturer), 4 Beresford Place, Dublin 1. WTD 8/68.

VENEZUELA—Raw materials for cosmetic industry. Agency for Caracas, western, eastern states of Venezuela. Hans U. Hoefft "Drogueria Mapri" (importer, distributor, sales agent), Calle La Linea, Prado de Maria, Caracas, or Apartado No. 7646, Caracas. WTD 9/68.

355 Special industry machinery

ENGLAND—Machinery for converting paper, plastic. Converters Services Ltd. (sales agent), 80 Fleet St., London, E.C.4. WTD 8/68.

NETHERLANDS—Textile machinery such as weaving, knitting machines, especially latest developments. Exclusive agency for Benelux

countries required. Kors Textiel-Technische Handelsonderneming (sales agent, importer), 2 Kwinkweerd, Lochem. WTD 4/67.

358 Service industry machines

IVORY COAST—Automobile air conditioners which work on absorbtion principle. Requests replies in French. M. P. Garcia (importer), Agence Ivorienne de Publicite et de Representation, BP. 20.020, Abidjan. WTD in preparation.

359 Machinery

SINGAPORE—Industrial control instruments, control valves. Industrial Automation (Pte.) Ltd. (engineering supplies), 28-B N. Canal Road, Singapore 1. WTD in preparation.

361 Electric transmission, distribution equipment

GERMANY—Molded case circuit breakers. Ingenieur and Planungsgesellschaft mbH (sales agent), 6000 Frankfurt/Main, Roederbergweg 24. WTD 9/68.

SINGAPORE—Industrial control instruments, control valves. Industrial Automation (Pte.) Ltd. (engineering supply), 28-B N. Canal Road, Singapore 1. WTD in preparation.

363 Household appliances

NETHERLANDS—Electric household appliances such as mixers, cooking equipment, coffee makers, fans. Exclusive agencies for Benelux countries. Maschmeyer & Co. N.V. (importing agent, distributor), 770-772 Prinsengracht, P.O. Box 616, Amsterdam. WTD 6/68.

364 Electric lighting, wiring equipment

GERMANY—Lighting fixtures, indoor and outdoor; electric plugs for low voltage to 400 cycles. Ingenieur and Planungsgesellschaft mbH (sales agent), 6000 Frankfurt/Main, Roederbergweg 24. WTD 9/68.

367 Electronic components, accessories

GERMANY—Selen rectifiers, thyristors. Ingenieur und Planungsgesellschaft mbH (sales agent), 6000 Frankfurt/Main, Roederbergweg 24. WTD 9/68.

372 Aircraft, parts

VENEZUELA—Helicopters, parts. Miguel Angel Otaola Pavan (sales agent), Edificio Mobil, Oficina 110-B, Avenida Francisco de Miranda, La Floresta, Caracas. WTD 9/68.

381 Engineering, laboratory, scientific, research instruments

COLOMBIA—Laboratory equipment. Alfredo Baptiste & Cia. Ltda. (agent, representative), Calle 76 No. 7-48—Apartado Aereo No. 8263, Bogota. WTD 9/68.

384 Surgical, medical, dental instruments

COLOMBIA—Surgical, medical equipment. Alfredo Baptiste & Cia. Ltda. (agent, representative), Calle 76 No. 7—48-Apartado Aereo No. 8263, Bogota. WTD 9/68.

JAPAN—Ion generating anti-fatigue devices, other equipment for promoting body health. The Tosho Co., Ltd. (exporter, importer), Yusen Bldg., 20-1 Marunouchi 2-chome, Chiyoda-ku, Tokyo, P.O. Box 236, Tokyo Central. WTD 8/67.

TAIWAN—Mobile blood banks; surgical, anesthetic, orthopedic, physiotherapy and obstetric equipment, instruments, supplies. Heart Normal Enterprise Co., Ltd. (importer, agent), 58 Po Ai Road, Taipei. WTD in preparation.

VENEZUELA—Elastic stockings for varicose veins. Agency for Caracas. Nylotex, C.A. (manufacturer), Edificio Pichincha, Oficina 21, Avenida Principal del Bosque, Caracas, or: Apartado 5303 del Este, Caracas. WTD 8/68.

501 Motor vehicles, automotive equipment

BELGIUM—Garage service equipment, related accessories. Direct purchase and agency. Etablissements Hinsenkamp S.A. (agent, importer), 137 Dreve Pittoresque, Brussels. WTD 8/68.

Visiting Buyers and Officials

AFGHANISTAN—H. Ahmed Shah Samadzadeh, representing his own firm, Kabul, **interested in selling sheep skin coats, pistachios, raisins, and in buying electrical household goods, builder's hardware, bathroom accessories, electric water pumps, men's and youths' dress shirts, linoleum floor coverings.** Early Oct. via New York for 3-4 weeks. c/o Ghulam Faruq Achikzai, Deputy Vice President, Da Afghanistan Bank, The Trading Co. of Afghanistan, 126 W. 30th St., New York, N.Y. 10001. Itinerary: New York, Chicago, St. Louis, San Francisco. WTD 7/68.

CHILE—Jorge Lichtenstern, Montero y Cia. S.A.C., Casilla 312, Santiago, **interested in pneumatic, electric-powered and hand tools, safety equipment and general hardware goods and resquesting technical information.** Sept. 13 via New York for 45 days. c/o Norton International, Inc., Worcester, Mass. 01606. Itinerary: Worcester and other cities as required. WTD 6/68.

Sergio Karlezi B., S. A. Ferreteria Karlezi and "Vika" Ltda., Serrano 585, Valparaiso, **interested in contacting manufacturers of containers and packing equipment (for supermarkets), machine tools, hand tools, hydraulic tools, well drilling equipment for domestic, industrial, and agricultural use, and requesting technical information.** Sept. 30 via New York for 27 days New York—c/o Interhemisphere Sales Co., 82 Wall St., New York, N.Y. 10005. Dayton—c/o National Cash Register Co., Seminar MMM, Dayton, Ohio. Chicago—c/o 12804 S. Justine, Calumet Pk., Chicago, Ill. 60643. Itinerary: New York, Dayton, Chicago. WTD in preparation.

FINLAND—Miss Tellervo Hakkarainen, Tyomaahuolto Oy, Mannerheimintie 93, Helsinki 27, **interested in studying latest equipment and techniques in institutional catering field and requesting technical information on planning and equipment for institutional kitchens.** Oct. 5 via Chicago for one month. c/o Consulate General of Finland, 200 E. 42nd St., New York, N.Y. 10017. Itinerary: Chicago, New York, Washington, WTD in preparation.

FRANCE—Messrs. Jean Castral and Gerald Margerie, "BAMBINO," Manufacture Francaise de Vetements pour Enfants, 100 cours du Dr. Long, 69 Lyon 3, Rhone, **interested in purchasing textile machinery, visiting plants which manufacture ready-made garments for women and children and making a market survey for the establishment of a sales office and possibly a factory in the United States.** Sept. 17 via New York for three weeks. c/o Mr. Jack Yintiss, Photomarker, 39 W. 37th St., New York, N.Y. 10018. Itinerary: Charlotte and Atlanta. WTD 7/67.

INDIA—Mr. Sanjoy Sen, Sen-Raleigh Ltd., Mercantile Buildings, Lal 1 Bazar St., Calcutta 1, West Bengal, **interested in importing steel for the manufacture of bicycles, and exporting tanned hides and leather products, and requesting technical information.** Oct. 5 via Chicago for two weeks. c/o The New York Hilton, 1335 Avenue of the Americas, New York, N.Y. 10019. Itinerary: Chicago, New York. WTD 6/68.

ITALY—Cosimo D'Arrigo, Meridionale Plastica, Via Gabriele D'Annunzio 48, Catania, **interested in cosmetics and plastic material, particularly polyethylene.** Sept. 25 via New York for 15 days. c/o Penn Garden Hotel, 7th Ave., 31st St., New York, N.Y. 10001. Itinerary: New York, Buffalo, Washington. WTD in preparation.

MOROCCO—Mr. Elias Benouaich, Comptoir Marocain D'Agents De Fabriques-COMAFA, P.O. Box 222, Casablanca, **interested in agencies and representations relating to general hardware, tools, electrical material, household items, and requesting technical information.** Oct. 5 via New York for 15 days. c/o Feltex, 121 W. 27th Street, New York, N.Y. 10001. Itinerary: New York and Los Angeles. WTD in preparation .

SWEDEN—Allan Segenmark, AB P. A. Segenmark, Industrivagen 4, 19147 Sollentuna 1 Agent, Stockholm, **interested in X-ray and other electro-medical apparatus for hospitals; imprinters for plastic cards (credit card type) and requesting technical information.** End of October via Chicago for two weeks. Chicago—c/o Scheel International, Inc., 5909 N. Lincoln, Chicago, Ill. 60645. St. Louis—c/o Defiance Machine and Tool Co., 430 Industrial Drive, St. Louis, Mo. New York—c/o International Office Appliances, Inc. 383 Lafayette, New York, N.Y. 10003. Itinerary: Chicago, St. Louis, New York, possibly Los Angeles. WTD in preparation.

Elsa Haage, Telefonaktiebolaget L. M. Ericsson, Fack, 431 20 Molndal 1, **interested in visiting U.S. electronics manufacturers and requesting technical information regarding documentation systems and principles of work in materials engineering department.** Sept. 29 via New York for one month. c/o The Ericsson Corp., 100 Park Ave., New York, N.Y. 10017. Itinerary: New York 9/29, Dayton, Ohio 10/7, Dallas 10/10, San Francisco 10/14, Los Angeles 10/16. WTD 6/67.

TAIWAN—Mr. Y. C. Lee, The Mandarin Industrial Corp., 37 Section 1, Kaifeng St., Taipei, **interested in contacting suppliers of new food processing and packaging equipment and requesting technical information on new process of dehydration**

of mushrooms and other food products. Oct. 5 via New York for one month. New York—c/o Mr. Davy Yang, 3250 70th St., Apt. 2E, Jackson Heights, N.Y. 11370. Los Angeles—c/o Mr. Ronald Kao, 2656 Ellendale Place, #3, Los Angeles, Calif. 90007. Itinerary: Chicago, Los Angeles, San Francisco. WTD in preparation.

TANZANIA—Mr. Himatlal D. Shah, Premchand Nathu & Co. Ltd., P.O. Box 86, Moshi, **interested in feed additives and feed products, and requesting technical information in feed manufacture.** First week of October via New York for one month. New York—c/o Fallek Products Co., Inc., 4 W. 58th St., New York, N.Y. 10019. New Orleans—c/o J. T. Gibbons Inc., P.O. Box 50579, New Orleans, La. Itinerary: New York, Cleveland, New Orleans, Los Angeles, San Francisco, Honolulu. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CANADA—Capital expenditures in excess of $10 million, during the next twelve months by Dominion Glass Ltd., the largest glass container manufacturer in Canada, **will include expansion and modernization of plants at Wallaceburg and Hamilton, Ontario; Redcliff, Alberta, and Point St. Charles, Quebec.** The expansion program is the result of dramatic increases in the demand for glass bottles, notably in the soft drink industry.

Work has commenced on the $4.2 million expansion to the Dominion Glass Company Ltd. plant in Burnaby, British Columbia. The new addition to the Burnaby plant will include forming machines, forehearths, annealing ovens, conveyors and other handling equipment.

COLOMBIA—The National Railway Company of Colombia has announced an ambitious **five year plan for the improvement and modernization of rail transportation** which should offer opportunities for U.S. construction firms and suppliers of rail maintenance equipment, freight cars for carrying ballast, heavy repair machinery, parts for freight and passenger cars and structures for bridges.

The largest component, way and structure renewals and improvements, equals about 46% of total expenditures and includes: rehabilitation of about 700 kilometers of line with new 75 pound rail; the improvement of about 405 kilometers of other line; the purchase of about 110 ballast hopper cars and new maintenance equipment; considerable additional ballasting on rehabilitated lines and the strengthening of several bridges.

Other expenditures will go for the construction of new workshops, the improvement of those already in existence, and new equipment to increase repair facilities.

Freight and passenger capacity are to be increased by expanding marshalling yard and warehouse facilities, constructing new stations, purchasing new cargo handling equipment, and improving communications facilities. Also, expenditures will be made on consultant services and training to insure efficient use and proper maintenance of new facilities.

DENMARK—A consortium, with the Scandinavian Airlines System (SAS) and Mr. Aage V. Jensen, a well-known Danish building promoter, as the principal participants, is planning the **construction of a new Copenhagen hotel.** When completed in 9171-72, the hotel will add 1000 beds to the Copenhagen hotel capacity.

The hotel will be built at a centrally located site covering an area of 33,000 square meters. The building project also involves the construction of an office building complex. The SAS interests are concerned with the hotel only.

The new hotel, to be added to the Royal which SAS has been operating for several years, plus another which the company is now constructing near the Copenhagen Airport, should help to accommodate the influx of tourists which may be expected when SAS puts its "jumbo" jets into operation at the beginning of the 1970's.

The proposed hotel, which will have all modern facilities, will be in the medium price range.

GERMANY—Dr. August Oetker, 48 Bielefeld, a leader in the food industry of the Federal Republic of Germany, has announced **plans to construct two important business buildings in Duesseldorf at a total cost of U.S. $1,750,000.** One is a six-story office building that will cost some $1 million to erect, and the other a hotel complex with offices and underground parking.

The Industrial Development Co. of North Rhine Westphalia and the Office of Tourism are supporting these new development plans.

This construction project, designed by Hamburg architect Prof. Pinnau, should be of interest to U.S. construction and engineering firms and suppliers of materials and equipment. Inquiries should be addressed to Dr. Oetker.

IVORY COAST—The feasibility of constructing a **plant for insulating and coating electric wire and cable is being studied for the Planning Ministry by Hubert De Brisis,** a consulting engineer, whose address is B. P. 20604, Abidjan.

Although De Brisis' study is not yet completed, he thinks that such a plant would be economically feasible, based on both sales in Ivory Coast and exports to other neighboring countries, notably to the members of the West African Customs Union. De Brisis has promised to furnish a copy of the study when it is finished.

JAPAN—The Airport Planning Committee, an advisory organ to the President of the New Tokyo International Airport Corp., has submitted its proposals for **development of a new airport,** the first phase to be completed by April 1971. The second stage of the project, involving two other runways and additional facilities, is to be completed by March 1974.

Japan's Transportation Minister also announced that the Civil Aviation Bureau would conduct **preliminary surveys for the construction of international airports in Hokkaido and in the Kobe-Osaka area.**

The Committee recommended completion of the following facilities by April 1971: one 4,000 meter runway; a four-story passenger terminal with 110,000 square meters of floor space; a cargo terminal with space for 11 large jets; parking lots to accommodate 4,000 cars; an eight-lane expressway and facilities for a high-speed train from downtown Tokyo; an office building to house customs, immigration, quarantine and airport offices.

Traffic in 1971, when the airport is scheduled to start operation, is estimatel at 2,700,000 international passengers and 170,000 tons of cargo. The second phase of the project will be designed to accommodate 16 million international passengers and 1.4 million tons of cargo by 1986.

MOZAMBIQUE—Tenders are yet to be issued on **road and highway projects** amounting to about $5 million out of a total of $37 million planned or under way in Mozambique.

Asphalting of the main road from Vanduzi (near Vila Pery) north toward Tete as far as Vile Gouveia, estimated at $1.3 million, has been put to tender, and a second stretch of the same road from Vila Gouveia north to Changara will be put to tender later this year. Other road and bridge projects will help complete the north-south road system badly needed to link up the several development nuclei from which roads and rail lines in the past have been built, largely in an easterly direction toward the interior.

For details interested firms should write directly to the Office of the Governor General, Lourenco Marques, Mozambique.

PAKISTAN—The Government of Pakistan **has sanctioned a project for Pakistan Refinery Limited (PRL) at Karachi to construct and operate a Visbreaker and Hydrodesulphurizer.**

The project will cost $5.25 million and will be met in part by issuance of new shares in the corporation. The foreign companies holding shares in PRL will waive their rights to virtually all of the new issue, thus increasing the Pakistani share of total investment in PRL to 51% as opposed to the present figure of 40%.

Worldwide tenders for the project will be issued by Shell International (Royal Dutch Shell manages the refinery) probably from the Hague. Financing will be through either supplier credits or a commercial loan obtained from the country where the bid is won.

THAILAND—A group of Thai businessmen plans to organize a company named "The Bangkok Tower Company Limited" to build a huge commercial complex in central Bangkok.

The complex will be 52 stories high and will consist of a hotel, a theater, department stores, supermarkets, restaurants, offices, shops, and parking lots.

The company is seeking a foreign loan and desires to get in touch with investors or suppliers who might be interested. Blueprints of the buildings have been completed and the land will be cleared for construction in 1969.

Interested parties should write directly to: Mr. Manoonsiri Kattija-ari, Project Manager, The Bangkok Tower Company Ltd., 5th Floor, Central Bldg., Silom Road, P.O. Box 771.

New Books and Reports

***Eighth Annual Report of the European Free Trade Association.* 1967-68. Published by EFTA. 1968. 50pp. Free.**

1967 was the first year with virtually free trade in industrial products within EFTA. Although the growth rate of trade between EFTA partners, 9.4%, was less than the rate of previous years, the 1967 increase nevertheless indicates the positive impact of cooperation between EFTA countries on their mutual trade.

The report stresses that wider integration of Europe remains the ultimate aim of EFTA, and refers to the lack of headway in this area as the "one major disappointment of 1967-68." The report summarizes the various subjects constituting the new work program on which EFTA countries have decided: improvement of trading opportunities offered by the Free Trade Area; clearer understanding of the provisions of the EFTA convention; and the broadening of consultations within EFTA.

Surveys of economic and trade developments affecting the individual EFTA countries during 1967-68 are included.

Write: EFTA Information Office, Suite 714, 711 14th St. NW., Washington, D.C. 20005.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $16 per year ($5 additional for overseas mailing), 15 cents per copy.**

The Market for Foundry and Related Equipment in the Federal Republic of Germany. OBR 68-66. 12pp. This report contains material on time, scope and method of the survey; summary and recommendations; profile and growth of the German foundry industry; marketing factors and marketability of U.S. equipment in Germany; the market; and sources of information.

Basic Data on the Economy of Brazil. OBR 68-68. 26pp. Information on geography, population, government, structure of the economy, industrial sectors, labor force, finance, foreign trade, development plans and economic outlook is included.

United States Foreign Trade, Quarterly Apr.-June 1966 through Apr.-June 1968. OBR 68-71. 24pp. Tables are presented on annual and quarterly value of U.S. exports, imports and merchandise balance; domestic exports and imports by economic classes; exports and imports of principal commodities; exports and imports by geographic areas; and other information.

Selling in Germany. OBR 68-72. 17pp. Import requirements, distribution practices, transportation, commercial practices, marketing aids, government procurement, and selling under U.S. programs are detailed.

Establishing a Business in Switzerland. OBR 68-73. 17pp. The investment climate, legislation governing investment, business organization, industrial property protection, employment, taxation, availability of capital and basic economic facilities are reported on.

Basic Data on the Economy of the Philippines. OBR 68-74. 21pp. Information similar to that presented in the OBR on Brazil listed above is included.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

1968 Custom House Guide has up-to-date revisions

The 1968 edition of the annual *Custom House Guide* has just been published. The book contains the most extensive revisions in its 106-year history, due to the Kennedy Round. The Guide includes the complete U.S. tariff schedule, customs regulations, an alphabetical commodity directory listing some 26,000 commodities which regularly enter the United States, and the Kennedy Round duty rates for these commodities.

The volume's price of $43 includes the monthly American Import & Export Bulletin supplements, special directory issues published during the year, and a binder. The 2,000 page *Custom House Guide* contains the latest revisions of Government laws, rulings and regulations, and provides news, statistics and information of special interest to the shipping industry.

Write: Custom House Guide, Publications Office, 26 Beaver St., New York, N.Y. 10004.

***Trade Directories of the World.* Published by Croner Publications. New York. $15 per year.**

This loose-leaf handbook contains the latest information on business and trade directories in the United States and foreign countries. It is kept up to date by an amendment service.

Exporters needing mailing lists of prospects in foreign countries and importers looking for sources of supply anywhere in the world will find specialized directories for 120 foreign countries listed in this publication. Some 280 trade categories are listed in the subject index, covering practically every trade. Each entry gives a short description of the contents, number of pages, price and publisher's name and address.

Write: Croner Publications, Queens Village, N.Y. 11428.

***Foreign Investment in Indonesia.* Published by the Embassy of Indonesia. Washington, D.C. 1968. 124pp. Free.**

Information materials presented by the Indonesian Government to the Indonesian Investment Conference held in Geneva in Nov. 1967 are reprinted.

Materials are grouped into five sections: policy and political climate; law, regulations and procedures; fields of investment; manpower policy; and progress report 1967. An annual progress report in subsequent years is planned, and new materials may be added to the other parts as necessary.

Write: Information Division, Embassy of Indonesia, 2020 Massachusetts Ave. NW., Washington, D.C.20036.

***International Recommendations for Industrial Statistics.* UN Statistical Papers. Series M, No. 48. United Nations. New York. 1968. $1.**

Recommendations are set forth for an integrated system of industrial statistics which is also adaptable to the needs of the developing countries. The proposed system embraces infrequent comprehensive inquiries, annual inquiries and more frequent inquiries covering mining, manufacturing and electricity, gas and water.

Write: United Nations Sales Section, UN Plaza, New York, N.Y. 10017. (Refer to Sales No. E.68.XVII.10.)

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Calendar *for international traders*

ATLANTA—Oct. 10—In-Office Export Conference, Commerce Field Office, 10 a.m.

BALTIMORE—Oct. 7—Businessmen's Consultation, **Joseph A. Harary, Commercial Officer, Djakarta.** Sponsor: Commerce Field Office.

BLOOMINGTON, Ind.—Oct. 6-9—Residential Seminar on Export Trade & the Small Manufacturer. Sponsors: University of Indiana, Commerce Field Office, REEC, Indiana Dept. of Commerce, Small Business Administration.

BLUEFIELD, W. Va.—Oct. 9—International Trade Seminar, Conference Room, Chamber of Commerce, 10 a.m. Sponsors: Commerce Charleston Field Office, REEC, Chamber of Commerce, Small Business Administration.

BROOKLYN—Oct. 9—First lecture of 7-week course on Planning & Organizing for International Trade, College of Business Administration, Long Island U., Zeckendorf Campus. Sponsors: Commerce N.Y. Field Office, REEC, L.I.U.

CEDAR RAPIDS, Ia.—Oct. 15—International Trade Bureau monthly meeting, Roosevelt Motor Hotel, 6 p.m. Speaker: Theodore Wolfson, pres., Business Builders, Inc., of Chicago. Sponsor: Chamber of Commerce.

CHICAGO—Oct. 8—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Oct. 9—In-Office Meeting, Commerce Field Office.

CHICAGO—Oct. 10—International Trade Club of Chicago, La Salle Hotel.

CINCINNATI—Oct. 14—Opening of 2-week Exporters Show, Shillito's Dept. Store. Sponsors: Commerce Field Office, REEC.

CLEVELAND—Oct. 16—Businessmen's Consultation, **Wayland B. Waters, Commercial Attache, Madrid.** Sponsor: Commerce Field Office.

DETROIT—Oct. 8—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

DOYLESTOWN, Pa.—Oct. 14—Bucks County International Trade Development Assn. monthly meeting, Conti's Cross Keys Inn, 6 p.m.

JACKSONVILLE—Oct. 7—First of 7 weekly Export Trade Seminars, Jacksonville Area Chamber of Commerce, 7.30 p.m. Speaker: W. F. Walker, vice-chmn., REEC. Sponsors: Commerce Field Office, REEC, Chamber of Commerce.

LITLE ROCK, Ark.—Oct. 9—Invest-in-the-U.S.A. Workshop, Medical Auditorium, U. of Arkansas. Speaker: **Frank W. Shaeffer, Office of International Investment, Commerce Dept.** Sponsors: Commerce Memphis Field Office, Arkansas Industrial Development Commission.

LOUISVILLE—Oct. 9—First of 7 weekly Export Workshops, U. of Louisville. Sponsors: U. of Louisville, Commerce Cincinnati Field Office, REEC, Kentucky Dept. of Commerce.

MEMPHIS—Oct. 10—Invest-in-the-U.S.A. Workshop, Federal Office Bldg. Speaker: **Frank W. Shaeffer, Office of International Investment, Commerce Dept.** Sponsor: Commerce Field Office.

MEMPHIS—Oct. 15—World Trade Club annual Port of New Orleans Night, Hotel Claridge.

MEMPHIS—Oct. 16—Export Forum on the Middle East, Hotel Sheraton Peabody. Speaker: **David E. Wheatley, BIC, Dept. of Commerce.** Sponsors: Commerce Memphis Field Office, REEC, Mid-South Exporters Roundtable.

NEW YORK—Oct. 7-8—20th Annual Conference on Asia, Americana Hotel. Luncheon speaker, Oct. 7: Dean Rusk, Secretary of State. Luncheon speaker, Oct. 8: Najeeb Halaby, Pres., Pan American World Airways. Sponsor: Far East-America Council of Commerce & Industry.

NEW YORK—Oct. 9-10—Businessmen's Consultation, **Joseph A. Harary, Commercial Officer, Djakarta.** Sponsor: Commerce Field Office.

NEW YORK—Oct. 10—Overseas Automotive Club, Summit Hotel, 12 noon. Speaker: John M. McDonnell, E. D. Allmendinger, Inc. Topic: Possibilities for Automotive Products in Australia, Thailand.

PHILADELPHIA—Oct. 8—Businessmen's Consultation, **Joseph A. Harary, Commercial Officer, Djakarta.** Sponsor: Commerce Field Office.

PHILADELPHIA—Oct. 8—Export Sales & Management Course, "Export Marketing Methods," Temple University, 7.30 p.m.

PHILADELPHIA—Oct. 9—In-Office Conference, "Making Sure You Get Paid," Commerce Field Office, 10 a.m.

PITTSBURGH—Oct. 14—Businessmen's Consultation, **Wayland B. Waters, Commercial Attache, Madrid.** Sponsor: Commerce Field Office.

READING, Pa.—Oct. 9—Reading Foreign Traders Assn. monthly meeting, Abraham Lincoln Hotel, 6 p.m.

ST. LOUIS—Oct. 15—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

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